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CONNECTICUT INDUSTRY

APRIL 1958

VOLUME 36 NUMBER 4



THIS MONTH'S cover photo shows David Coffin, vice president and general manager, and Dexter D. Coffin, president, of C. H. Dexter & Sons, Windsor Locks, who represent the seventh and sixth generations respectively of family management of Connecticut's oldest company, dating back to 1767.

In This Issue

| | Page |
|---|------|
| Editorial | 5 |
| Expanding World of a Paper Family | 6 |
| Effective Speech Training at Raybestos | 9 |
| Purchasing Agents are Changing the Art of Selling | 10 |
| Does an Educated People Move Freedom Forward? | 12 |
| News Forum | 15 |
| How Would You Decide? | 31 |
| Public Relations | 35 |
| Transportation | 39 |
| Accounting Hints | 41 |
| Business Tips | 43 |
| Business Pattern | 47 |
| It's Made In Connecticut | 48 |
| Advertising Index | 60 |

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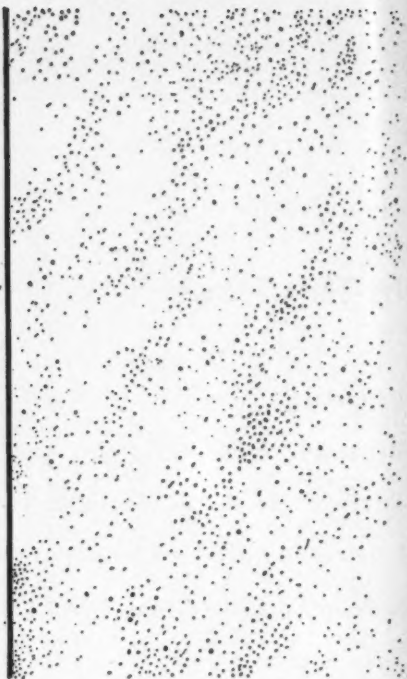
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The Moisture Problem



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Thoughts on Industrial Climate

♦ WEATHER and the condition of business are two of the most popular conversation topics in the United States. Climate—the long-term phase of weather—has also become an increasingly important topic of discussion since the advent of vacations for just about everybody. Its popularity has increased, particularly since the inauguration of air travel and travel bureau advertising that plays up the joyous experiences awaiting the vacationist or retiree in a climate that differs from that of his own home town or state. The reasons for the popularity of these topics dealing with our physical environment and material welfare seem all too obvious to warrant discussion.

Although man has found that he cannot do much about changing the physical weather and climate, he continues to damn or praise whatever comes his way. "Industrial Climate," which can be controlled, is even more important in highly industrialized states than physical climate. It is important because it affects everybody's income just as poor or good weather affects the income of farmers, retailers and a number of other business enterprises. Yet, with all its economic implications for everybody, the majority of citizens show little interest in discussing the status of industrial climate except after a large employer leaves the community because of poor climate. Fewer, still, have shown a willingness to help produce a good "industrial climate."

In the early beginnings of industrial enterprise when agriculture was the chief source of income, Connecticut legislators offered outright grants and low taxes as inducements for industrial expansion. But in recent years, since industry has become the state's chief producer of wealth, the burden of continuing effort to create a good industrial climate has been borne by industrial management and their spokesmen organizations. It is indeed ironical that manufacturing industry, which made the United States a leading world power and saved freedom for her people in World Wars I and II, now receives less encouragement at local, state and national levels than any other wealth-producing segment of our society.

What are some of the most important elements that must be present to produce a good industrial climate?

Since the term "industrial climate" is abstract, it must be stated that it contains both concrete and psychological factors. A climate attractive to industry is created when the following seven conditions exist:

1. The area (local and state) must really be enthusiastic about wanting industrial development rather than being divided for and against industry.
2. The area must favor permanence and growth by providing facilities necessary to a healthy expansion of the area.
3. The area must provide adequately for forward-looking planning and zoning.
4. The taxes on industry in the area must be reasonable and sound and likely to remain that way for the foreseeable future.
5. Constructive and productive relations must exist between industry and the community.
6. Local and state officials must demonstrate a friendly attitude toward industry and business.
7. Prospective employees in the area must have demonstrated their willingness to perform a reasonable day's work for a fair day's pay.

How does your community measure up with the foregoing yardstick of good industrial climate?

If the local climate is below par in condition areas num-

bers 3, 4 and 6, you may conclude that local officials are to blame. If the local industrial climate is below par because conditions numbers 1, 2 and 5 are not being met, you may conclude that both officials and the people of the community, including many of their leaders, are at fault. If condition number 7 does not measure up, the chances are that union leadership in the area is non-cooperative.

In some instances, "laying the facts" before local officials may be successful in improving conditions itemized under numbers 3 and 4 and 6, but more often the remedy lies in the long-range education of the local citizenry. Sensitive as they are to the pressure of public opinion, local officials will tend to admit privately that they are unable to take constructive action on behalf of industry because their constituents are opposed to such action. Constituent opposition is due to misinformation about how to reach common goals for the good of all people in the community. It is therefore imperative that misinformation about industry must be overcome by truthful information about the contributions of industry toward the desired goals of citizens in the community. Regardless of where the immediate blame for poor industrial climate is placed—at the door of officials, on community leaders, union leaders, or the citizens themselves—a powerful educational campaign at all levels will be required to improve the climate.

How does the Connecticut area measure up in your opinion?

While opinions vary on the quality of the overall industrial climate in Connecticut, the majority of industrial management will testify that many regulatory measures and tax increases, in effect and threatened, have deteriorated the state's industrial climate. The constant pressure to outdo competitive states in the fields of social legislation, so costly to industry without other compensating factors, such as the lowering of taxes on unincorporated business and corporations and the exclusion of the sales tax from production machinery and tools and materials used in research, remains a real threat to future industrial growth in the state.

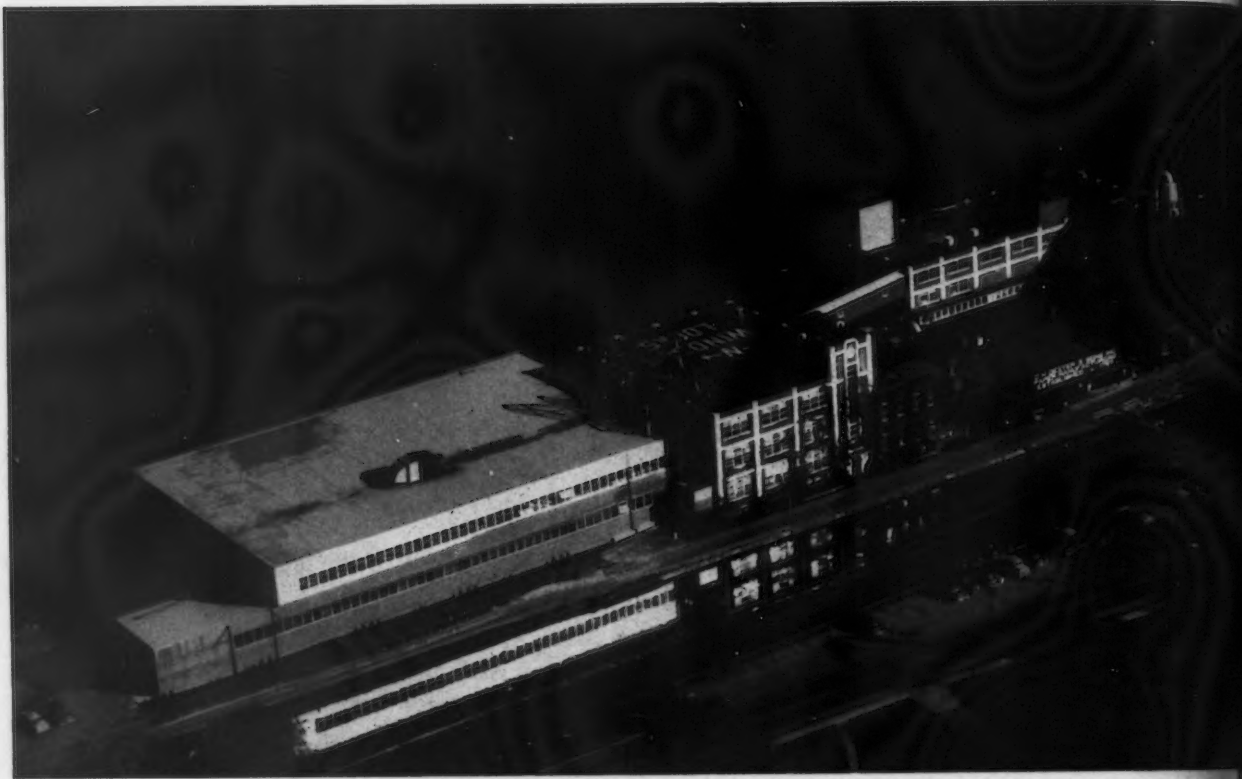
Since our elected state representatives and appointed office holders are even more sensitive than local officials to the expressed public opinion of their constituents, a concerted educational program is required in Congressional and Senatorial Districts just as it is needed on the community level to improve the industrial climate.

Lemuel R. Boulware, vice president, General Electric Company, speaking at a recent meeting of the Associated Industries of New York, made the following points pertinent to the improvement of industrial climate:

1. "That an Association cannot do the job of the members or even be their spokesman. The individual members must do their own basic business climate job themselves back at the grass roots—including any required speaking up publicly for themselves over their own names—with their Association aiding through information and other guidance.
2. "That a better business climate comes in the end from the composite of the improved actions of all businessmen."

Important as are many other problems confronting business management, the importance of establishing a good climate in which free enterprise business and industry may thrive to provide the material fruits of freedom to all citizens, transcends in importance all other problems. It is later than we realize in the calendar of freedom, and what needs to be done is everyone's job—for everyone's benefit.

Expanding World of a



Is the quality perfect? From the paper machine beater a sample of the liquified pulp will be taken to the laboratory.

(Left) Seven million gallons of water a day are purified in this system, said to be the largest in Connecticut.

a Paper Family



On the banks of the Connecticut River, Windsor Locks, stands the C. H. Dexter & Sons paper mill. The canal is still used for some water power. In the new building at the left, two of the paper machines are valued at over two million dollars.



■ A CONNECTICUT mother dips a tea bag into boiling water; a carpenter in Paris slices a sausage for lunch; a Hollywood actor guns his 1958 car over low-slung California hills.

Separate and apart? Yes, but all using what is made by 285 people working for themselves beside a peaceful canal. The corporate name: C. H. Dexter & Sons.

There are 5,684 paper mills in the United States. But the one in Windsor Locks is unique to the point of being startling. What other company can you name with:

a product that leads in both the national and Canadian market?

a profit-sharing plan giving over \$1,300 in cash payments in one year to each employee, with almost as much given to their retirement fund?

family management extending over seven generations?

Age and Youthful Ideas Combine

C. H. Dexter & Sons is the oldest company in Connecticut. How fresh and vigorous it is may be seen in a new air filter sheet—developed in company

laboratories—used in 1958 models of Cadillacs, Oldsmobiles, Buicks and Pontiacs. Made of the long-fibered paper in which Dexter specializes, the automotive filter for carburetors replaces one made of wire mesh. Less messy, disposable and cheaper, every reason exists to predict an expanding market.

Back in the early 30's the father of Dexter D. Coffin, now president, asked Fay H. Osborne to look into the possibilities of developing a paper strong enough to withstand even boiling water. Mr. Osborne, whose devotion to the family led to his education at Massachusetts Institute of Technology, had the imagination to research beyond wood and rags as material for paper. The quest led him to Manila hemp. Today, Dexter imports millions of pounds from the Philippines. Mr. Osborne is now vice president and technical director.

Making paper is like baking a cake. You need a recipe, various ingredients, heat and water. "Pressure cookers" provide heat that eliminates unwanted chemicals. The water is purified to a greater extent than human drinking water.

Unlike cake baking, however, paper-



Shown here is a portion of one of the paper-making machines. In the photo at the left a new shipment of hemp from the Philippines is on its way to join the stockpile.



Peter Oliva, plant superintendent, and Harold Fleming, manager of commercial development, discuss production at one of the plant's modern paper-making machines.



The paper is cut by a giant slitter machine.

making requires plenty of space for extended machines that may cost a million dollars or better—and more space for inventory. Manila hemp, for example, is stored at many points throughout the United States and a three months supply is constantly on ships crossing the Pacific.

Chief product from hemp is the ubiquitous small bag used for brewing tea. Convenient and time-saving, it is also thrifty, because less tea is used this way than when brewed from loose leaves. Tea bags are used principally in the United States and Canada, although the British market is be-

ginning to open. Dexter now supplies a majority of the tea bags used in the United States and Canada.

What kind of an individual is Dexter Coffin? Quiet and unassuming, a Yale man, he is intensive in his desire for progress, as witness one of the most modern paper factories in the nation, company plane and a research and quality control department employing about 30 persons.

This is a long way from 1921 when an old Scotch superintendent would judge the liquified pulp that precedes paper by putting his hand in it. But Mr. Coffin's father saw even then that

the mill must specialize to continue to exist. He gave his son a job in the laboratory. This may be one of the reasons why the present Dexter Coffin exclaims, "Research is the life blood of this industry." But there are others.

Paper Market Barely Scratched

As Mr. Coffin likes to point out, "The use of paper hasn't even been scratched yet." In 1954 during the 100th Anniversary of Windsor Locks, the Company had a float with girls on it in paper clothing. As nuclear fuel is used more extensively, the industrial market will grow for clothing that protects against radiation and is disposable. Paper clothing can be protective and cheap enough to be disposable in the nuclear, plastic, chemical and many other industries.

Rugs and carpeting are being made of paper and the United States Armed Forces are experimenting with paper-board housing. Boats are made of paper and a process is available to flame-proof it.

Of all the tea consumed in the United States, over half is in bags and the percentage continues to rise. England consumes only about one per cent of her tea in bags, while in other European countries the market is extremely small but growing. These countries symbolize the potential of the world market for tea bags.

In the great and challenging growth field of paper, C. H. Dexter & Sons hoes its own row. Its processes are secret, but already Dexter uses rayon, dacron, nylon and other synthetics, usually combined with the long-fibered Manila hemp.

A paper of 100 per cent glass is produced for insulation. As Mr. Coffin points out, "Industry needs to learn how to use the new papers we are producing. This is true especially when we saturate paper with resins or plastics."

Family Management Background

A former vice president of The Manufacturers Association of Connecticut and former president of the Manufacturers Association of Hartford County, Mr. Coffin is now a member of the Board of Directors of the National Association of Manufacturers.

He takes great pride in the continuity of family management going back to 1767. In that year, Seth Dexter viewed the timbered hills and growing community of Windsor Locks. He erected a sawmill.

A second Seth Dexter succeeded the first, and expanded the sawmill into a grist mill. This mill was in operation until 1925 when it was torn down to

(Continued on page 27)

Effective Speech Training at Raybestos



The Raybestos Speaker's Club (comprised of graduates from the effective speaking class) meets monthly to hear a talk by some prominent citizen. Here the club is addressed by Mrs. David Brown, professor of Psychology at the University of Bridgeport.

■ THOUSANDS of dollars are lost every day in business and industry because too many valuable ideas never leave the minds of employees. These dollars are lost because of various personal complexes of employees. They go to meetings with an idea or suggestion, but when the time comes to present it, they freeze in their seats.

To overcome the idea "deep freeze" the Raybestos Division of Raybestos-Manhattan, Inc., of Stratford decided to do something about it. At the suggestion of R. B. Davis, then general manager, effective speech classes were started in February 1943 in order that all employees desiring to take the course might overcome their speech difficulties. The course has been continued under the present general man-

ager, William S. Simpson, with Evald Matson acting as instructor until this year when he gave way to Alfred Spencer, the current instructor.

Mr. Matson presented the following theory to his classes as well as in his lecture series. His theory is that we all have a product to sell today whether we are the president, sales manager, shop foreman or janitor. This product is YOU. It doesn't make any difference whether we are selling brake lining, automobiles, furniture or groceries. If you don't sell "YOU" first, you won't sell your product or merchandise.

"Effective speech," Mr. Matson says, "is conversation whether you are speaking to one or a thousand persons. Why should we be filled with complexes or illusions or the jitters when we have

to face an audience. What is it that makes us feel that we want to run away from it all. My answer to this is, we do not 'charge our batteries while we wait.' The American public is very careless with themselves. They do not give enough thought to the proper use of their words, voice and body. Preparation is first and foremost in the art of effective speech training. Preparation also comes first in conversation. How effective are you as a conversationalist? What are you reading in your spare time? Are you charging your battery while you wait by doing some constructive reading? Do you know both sides of the story, problem or situation you want to present? Be sure you know

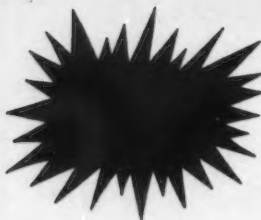
(Continued on page 36)



William S. Simpson, general manager of the Raybestos Division, presents book awards to Thomas Henry and Frances Britt, selected as outstanding students of a recent graduate class. Looking on is Alfred Spencer, class instructor.



Evald Matson, left, founder of the Speaker's Class in 1943, was recently presented with a plaque for his services over the years. He retired as instructor last year. Alfred Spencer, his successor, makes the presentation.



Purchasing Agents Are Changing the Art of Selling

By FRANK M. KLEILER

New sales techniques are required to convince the modern purchasing agent who uses cool, analytical methods to determine what and when to buy. Expansive personalities and high pressure selling fail to impress this relatively new management official whose job is becoming more and more important in American industry.

■ IF the best salesman in the world tried to make a sale to the best purchasing agent in the world, would the two champions do any business?

The answer is "yes" if you believe what you read in the dozens of new books on selling published annually.

The answer is only "maybe" if you believe the rarer books on buying.

Even if the masters of selling and purchasing did not make a deal, such a meeting would provide a classic story in the how-to-do-it literature of modern business. Although less exciting than bouts between wrestlers and boxers, it might be an interesting showdown between psychology and economics.

The functions of selling and purchasing are complementary. One cannot exist without the other, but they are as different as night and day. A review of the training materials for both kinds of specialists leaves a neutral observer wondering how these two parts of the industrial mechanism mesh gears as often as they do.

A talented salesman, of course, does not believe that merchandise sells itself. Fortified with "inner pressure" or spurred by a sales manager's pep-talk, first he "sells himself." He establishes a friendly relationship with the prospect. He builds atmosphere, expands the customer's self-regard, and inspires trust and confidence. By the time he gets around to discussing products and prices, he is already far along toward clinching the sale. At least that's the impression given by most of the writers on selling.

An expert purchasing agent, however, is a coldly calculating analyst of materials, prices, and inventory. He never lets a salesman's personality overshadow facts and figures. The buyer's expertise consists of cutting through the sales hoopla and obtaining the most appropriate materials and equipment for his company at exactly the right time at the lowest possible price. In theory, at least, he will find the best buy whether there is a salesman to offer it or not.

In dealing with the world's best purchasing agent, the champion salesman's expertise as a persuader presum-

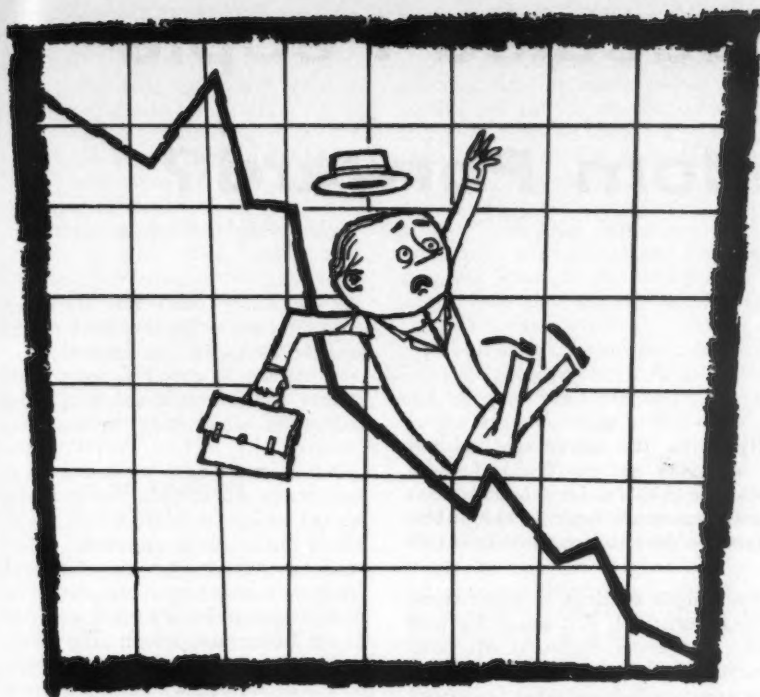
ably will be wasted. The product must stand on its merits alone. Economics, rather than psychology, will determine whether they reach a deal.

In other words, if the buyer really knows his business, a salesman with a dead pan and bad manners should do as well as the go-getter with the warm handshake, self-confidence and a big smile. The best salesman, from the expert buyer's viewpoint, is only a sort of walking encyclopedia which has been endowed with the authority to negotiate on prices and to expedite orders after they have been given.

Buying is as old a *process* as selling, but as an *occupation* or *specialized management function* it is relatively new. It has been less studied, less publicized, less glamorized and less appreciated than selling. While the salesmen have been winning the glory (and bonuses) for bringing in the business which every organization needs before it can afford to do much buying, the purchasing agents have been struggling inconspicuously for status.

In the evolution of business the salesman preceded the purchasing agent by several centuries. Their prototypes—the merchants who bought and sold spices, jewels, silks, and other commodities a couple of thousand years ago around Mediterranean shores—carried on both functions simultaneously. This is still true among modern shop keepers or businessmen engaged

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in running small establishments. As firms grow, however, their normal pattern is one of adding full-time salesmen to the organization while the owner retains the purchasing function. When the purchasing function becomes too onerous for the owner, segments of it are delegated to scattered executives or clerks. A company may acquire several full-time salesmen long before it acquires a single full-time purchasing agent. Purchasing as an occupation thus has evolved with big business.

Because of this growth pattern, the specialized job of purchasing is only about a century old, and its recognition as an important segment of the management hierarchy did not come until this generation. Surveys show, however, that centralized purchasing exists now in more than 85 per cent of the manufacturing firms doing more than a million dollars of business annually. More than 70 per cent of all the materials and supplies used in industry are obtained through purchasing departments. The trend is toward more and more buying by experts.

The men who run America's small business are learning what the men who run America's giant corporations have known for a long time—that one top-notch purchasing agent may be worth more than a dozen average salesmen. To keep production up and costs down, the right materials must be on hand at the time and place needed. Failure in the quantity or quality of materials for production may lose a firm more sales in one month than the most aggressive sales force can win back

in a year. Moreover, costs and margins being what they are today, a saving of 10 per cent in purchasing often is equal to the profit from a 20 per cent increase in sales. It is these facts of modern business life—together with the lessons learned from World War II when production was controlled by how much raw material could be obtained rather than by how much of the finished products could be sold—which have elevated the purchasing

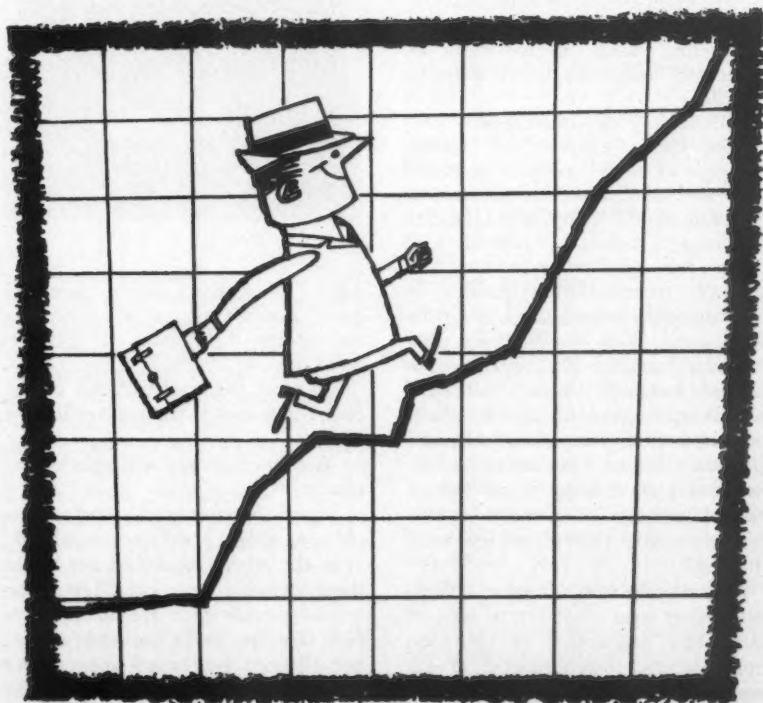
agent to higher levels of respect in management circles.

As the purchasing agent becomes a big wheel in a modern corporation, the salesmen doing business with that corporation need to revise their techniques. Playing golf with the vice-presidents is a waste of time when company purchases are controlled by buyers using market studies, scientific analysis of materials, and objective price comparisons. What good does it do for a salesman to flatter the president's wife at a cocktail party when the firm's purchase decisions are determined by inventory controls, specifications, competitive bids, and other devices employed by a systematic purchasing department?

There is still a large place in modern business for salesmen with wide contacts, membership in a dozen clubs and fraternal organizations, pleasing personalities, and charming wives.

In the upper strata of big business, however, the old-time salesman with the expansive personality and expense account is becoming an obsolete caricature. There once was a time when a man with sales ability could learn on the job all he needed to know about his product, his competitors' products, and the prospects' needs; but an expert purchasing agent nowadays may know as much about the salesman's products and competitors as the salesman knows. In selecting his sales staff, therefore, a manufacturer who aims to sell to the larger firms is more likely to prefer men with graduate degrees in engi-

(Continued on page 29)



Does an Educated People Move Freedom Forward?

By DANIEL D. MICH, Vice President
and Editorial Director *Look Magazine*

Editor's Note—Mr. Mich was originally given the assignment to tell the Editor-Educator Conference, held last May at the Waldorf, how educators could help editors to communicate to their readers about education. Feeling that the subject of "freedom" was more basic to the public welfare, he induced the conference planners to permit him to discuss this topic.

Because of the alarming portent of Mr. Mich's findings to the future of freedom in this country (including free enterprise), C.I. asked for and received the privilege of passing on to its readers a digest of his talk. Important as it is to build weapons-security good enough to discourage Russian imperialism, it is even more important, to "educate for freedom" if we would preserve our way of life.

■ "AN educated people moves freedom forward." This is an excellent example of the simple declarative sentence. It rings. It sounds fine. It has great plausibility. But how true is it? That is the basic question I want to raise as a friend, not a carping critic, of our educational institutions. I raise it because I think it has great importance for these institutions and for every American in or out of education.

I start trying to answer it by defining our terms. What do we mean by "educated" and what do we mean by "freedom"?

Webster's New International Dictionary defines "educated" as: "Giving evidence of education or of a trained cultivated mind; trained to a semblance of intelligence." The Oxford English Dictionary defines "educated" as: "That has received education; instructed; trained. Often qualified as half-educated, over-educated, well-educated, etc." Funk & Wagnalls New Practical Standard Dictionary of the English Language defines "educated" as: "Developed and informed by education; instructed, trained," and this same dictionary defines "education" as "instruction and training in an institution of learning." You will note that each dictionary emphasizes the word "trained."

Now take the word "freedom." Webster defines it as: "Quality or state of being free; exemption or liberation from slavery, imprisonment, or restraint, or from the the power and



DANIEL D. MICH

control of another; liberty, independence." I think most of us understand and accept that definition. The key word in it is "liberty."

So, what the slogan of this conference really says, if you analyze it a bit, is this:

"A trained people will increase our liberty."

In the ungrammatical words of an old song title, "it ain't necessarily so."

In the whole history of the world, there probably have been few better trained people than the scientists of Nazi Germany and Communist Russia, but freedom is a word about which they have known virtually nothing. By

any dictionary definition, these are educated people. But they have moved freedom backward, not forward.

What should appall us even more is that so-called educated people are doing the same thing in our own country.

Never before have we had so many students in our schools. Never before has our society contained so many high school and college graduates. And hardly ever before has our traditional freedom been in so much danger. I do not say that this is entirely the fault of our educational system. The whole society must share the blame. But it does indicate to me that we are not as successful in training people to understand freedom as we are in training them to build houses, create nuclear weapons, or perform surgical operations.

The Don't Quote Me Attitude

I would like to quote in full here a brief editorial which appeared recently in the St. Petersburg (Florida) Times. Its title is "But Don't Quote Me," which is almost a diagnosis of the current American temper. It reads as follows:

"Don't print my name, I need my job."

"... because I live in a neighborhood where most of the people don't agree with me, just use my initials."

"Of course, don't use my name, I have to live here."

The editorial goes on:

"These are citizens of the Sun-coast writing letters to the Times Forum. Their comments show that the great old American custom of standing up to be counted is dying out. It's not just a local death. Reporters ranging around the nation during the political campaign noticed it, too."

"This fear of being quoted shows that some in the United States are suffering from a subtle sickness. It ought to be cured if self-government is to survive."

"Oddly enough, most of the 'don't quote me' people have something pretty important to say. Their letters are literate discussions of vital topics of the day—segregation, politics, war."

Then the editorial continues:

"Their reasons for not being willing

to be identified suggest local pressures—from neighbors, customers and employers.

"Unfortunately this silent breed is playing right into the hands of pressure groups which care little about the great mass of people, preferring to uphold the point of view of well-organized minorities.

"Petitions signed by citizens and organizations with open membership lists carry great weight with politicians and businessmen, the objects of most of the complaints our mail contains.

"But a flood of letters from L.J.T., Disgruntled Taxpayer, Pro Bono Publico and Name Withheld has the persuasive power of a flea tugging on a mule's bridle."

The Will to Conform Now Dominant

Here, in microcosm, is the whole story of the sickening fear that has suppressed the will to be free among too many present-day Americans. The will to conform now seems much more powerful than the will to be free. This trend has been brilliantly delineated by William H. Whyte, Jr., in his book, "The Organization Man." And nowhere is the trend more marked, says Mr. Whyte, than among present-day students. In his book, he says:

"I heard one instructor tell his colleagues that in his politics classes he warned students to keep their noses clean. 'I tell them,' he said, 'that they'd better realize that what they say might be held against them, especially when we get to the part about Marx and Engels. Some day in the future they might find their comments bounced back at them in an investigation.'

"The advice, as his colleagues retorted, was outrageously unnecessary. The last thing students can be accused of now is dangerous discussion; they are not interested in the kind of big questions that stimulate heresy and whatever the subject—the corporation, government, religion—students grow restive if the talk carries on the philosophical. Most are interested in the philosophical only to the extent of finding out what the accepted view is in order that they may accept it and get on to the practical matters."

To these students, I gather, freedom is not a practical matter. I wonder if any of them ever read this quotation from Somerset Maugham:

"If a nation values anything more than freedom, it will lose its freedom. And if it values either comfort or money more than freedom, it will lose that, too."

Mr. Whyte's view of today's students is confirmed by many others. Any of us can confirm it with our own observations. Stanley Kunitz, visiting profes-

sor of English at Queens College, New York, recently confirmed it this way:

"... the students ... matriculate cautious, wanting above all—so well-conditioned are they by the prevailing social climate—to buy security for themselves in the full knowledge that the price is conformity."

This raises an obvious question. Why is nobody teaching them that there is no security without freedom? The most poignant lesson in all history is that people who give up freedom for security lose both.

In all fairness, I must point out that there are people in the academic world still trying to teach that lesson. These people are discouraged, but not defeated.

Many of you here doubtless remember a book by Professor Samuel A. Stouffer of Harvard which we serialized in *LOOK*. It was based on a survey which showed that an amazingly high percentage of Americans do not believe in freedom of speech—or almost any other kind of freedom—for those who disagree with them.

Students and Teachers Can't Identify Bill of Rights Provisions

Professor Raymond W. Mack of Northwestern University, alarmed over the Stouffer survey, set about to disprove or confirm it by a poll of his own. He made up a questionnaire composed entirely of sentences taken from the Bill of Rights, but didn't reveal the source. He then presented these questions to groups of college students. He discovered that 92% of the students could not identify the source of the questions. More than 3 out of 4 students rejected the double jeopardy provision, and 44% disagreed with the Fifth Amendment provisions.

Answers given by lower classmen were almost identical to those given by seniors. The results were startling. It was obvious that the students knew nothing about the Bill of Rights and cared less. But what about the teachers? Surely they would have some knowledge and understanding of the basic principles upon which our freedoms are founded. Professor Mack took his questionnaire to groups of teachers. The answers were almost exactly the same as those given by students. Students and teachers polled were from small schools as well as large, from private schools as well as public schools. Social background, religious preference, economic bracket and age level made little or no difference.

Prof. Robert McGinnis of the University of Wisconsin analyzed this survey and summed it up this way:

"The finding means simply that, from a social psychological viewpoint, there is no such thing as the Bill of

Rights or an American political philosophy. . . . Among our students, and, God help us, among our teachers too, there is no basic philosophy of constitutional liberties. . . . Facts can be transmitted by only those who know the facts. Beliefs can be taught only by believers."

The situation as these professors have found it seems to me to be one fraught with real danger to all of us.

Where Danger Lies

Where then does this danger to America lie? It lies, unfortunately, in the vast number of good, decent, law-abiding citizens who consider themselves "good Americans"—but who do not stand behind the basic principles of our freedom, who do not really trust the Constitution and the first ten amendments to it—the Bill of Rights.

These good people are not knowingly disloyal. They are not poisoned by, or committed to, "alien ideologies." They have just never understood the nature of freedom, nor the principles which protect it and keep it strong.

Our country exists as a free nation only because of the principles to which we are committed and the laws which translate those principles into governing rules. These principles are plainly stated in the Constitution and the Bill of Rights.

To believe in freedom is an active part of supporting it. To deny freedom is to undermine it. Without deep convictions in our people about freedom, democracy can become a pleasant word that is used to disguise anti-democratic (and therefore subversive) practices—in our government, our courts, our communities.

The Russians claim to have a constitution which grants freedom to its people. But in the Soviet Union the constitution is only a collection of words on paper. The Russian people have neither freedom, nor civil liberties, nor protection from the power of their rulers.

Test of Freedom

The truest test of freedom is this: what happens to people who disagree with the majority or the prevailing "respectable" mood? The way in which a society treats its minorities and its individuals is the true test of its freedom. And minorities mean minorities in opinion or religion or politics or ideas. A minority may be an aggregate of 1,000, or 100, or 10, or 1. The more we dislike what they say, the more we can test our faith in freedom. How do we treat them?

A free society does not punish people for what they may think. The com-

(Continued on page 33)

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News Forum

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.

◆ **LECOUNT TOOL WORKS, INC.** has recently moved into its own new building in West Hartford, offering improved manufacturing facilities and methods for faster service and higher mandrel quality.

LeCount, said to be the world's oldest mandrel manufacturer, patented the first expanding mandrel for the metal-working industry in 1847, a type which is still in use today.

An important factor in a new process now used by LeCount is the stress relieving of all working parts by deep freezing to insure permanent stabilization and precision. The high quality and precision obtained by this method and the utilization of tempered Timkin tool steel throughout enables the company to certify the guaranteed precision of every mandrel shipped.

◆ **THREE MILES** of new power lines have been installed by helicopter in rugged mountain country near Solvang, Santa Barbara County, California, it has been announced by the Pacific Gas and Electric Company and Sikorsky Aircraft. Both the setting of the poles and the stringing of the wires were done by helicopter in what is believed to be the first successful application of aircraft for this purpose.

Operating at elevations ranging up

to 4,300 feet, a twelve-passenger Sikorsky S-58 placed 59 wooden poles, one at a time, in holes previously dug on almost inaccessible land in Los Padres National Forest. A two-passenger Bell helicopter was used to transport personnel.

After the pole holes were filled and tamped by the same ground crews that had dug them earlier, the Bell made a series of passes over the crossarms of the poles and laid out the three strands of wire necessary to carry the 12,000 volt current. Later, the wires were attached manually to the insulators.

Lee S. Johnson, Sikorsky general manager, pointed out that the demonstration not only emphasized the versatility of the helicopter, but opened up a new area of helicopter usefulness.

◆ **JOHN C. CAIRNS**, president of The Stanley Works, New Britain, has announced that production has been discontinued at its Stanley-Yankee plant in Philadelphia and that the Yankee tool line will be manufactured at the Stanley Tools plant in New Britain.

The Philadelphia plant, which has manufactured spiral ratchet screwdrivers, automatic drills, vises, bit braces, rigid and offset screwdrivers

and breast and hand drills, has been operated by The Stanley Works since 1946.

◆ **THE APPOINTMENT** of N. Bruce Bagger as manager, Marketing Services, was announced recently by Charles F. Stanley, sales vice president of The Fafnir Bearing Company.

In this capacity, Mr. Bagger will be responsible for market analysis, sales promotion, advertising and product publicity. He has specialized in market analysis since he joined Fafnir in October 1956. Previously he was manager of advertising, sales promotion and market analysis for the Allstates Engineering Co. of Trenton, New Jersey. He was associated earlier with the National Association of Manufacturers as assistant director in charge of the association's marketing activities.

◆ **GENERAL DYNAMICS CORPORATION'S** Electric Boat Division at Groton, has been chosen to develop a merchant ship reactor. The selection was made by the U. S. Atomic Energy Commission and the U. S. Maritime Administration from among 18 bidding firms.

A spokesman estimates it will be from five to seven years before construction is completed.

◆ **ESTABLISHMENT** of a Division of Research at Hillyer College, of the University of Hartford, has been announced by Dr. Alan S. Wilson, president of Hillyer and chairman of the university's Administrative Council. Named director of the newly-created division is Dr. Richard G. Clarke, chairman of the Division of Engineering since 1954.

The decision to create the new research organization, which will be en-

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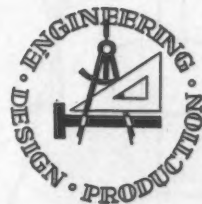
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tirely separate from the Division of Engineering, was prompted by the greatly increased national and regional emphasis on science and technology, according to Dr. Wilson. The division will be devoted to both basic and applied scientific research, in order to render greater service to industry in the Southern New England area.

Headquarters for the Research Division will be located at the Engineering, Research and Science Center of the University of Hartford on Huyshope Ave. and Sequassen St. Facilities available for research include six fully-equipped basic and advanced physics, chemistry and electronics laboratories; a materials testing laboratory and newly designed equipment for study of problems in fluid dynamics.

♦ **W. RONALD MORSE**, a leading industrialist for many years, died recently after a long illness. He was executive vice president of The Stanley Works from March 1951 until April 1957 when he retired. Promoted to this position from the vice presidency of the hardware division, he had been appointed to the board of directors in October 1950.

A graduate of Sheffield Scientific School at Yale University, Mr. Morse joined The Stanley Works in 1928.

♦ **AN EVALUATION** of the Asian flu inoculation program conducted by the Robertson Paper Box Co., Montville, late last summer for its employees and families indicated most encouraging results.

A series of two vaccine inoculations were offered and administered free to all employees and members of their immediate families. A total of 600 people took advantage of the program, which was concluded in October. A year-end survey showed only one person receiving the vaccine had contacted Asian flu.

♦ **A MILLION DOLLAR** contract for the production of azimuth theo-

dolites has been awarded to the Engineering & Optical Division of the Perkin-Elmer Corporation, Norwalk. The theodolites will be used in conjunction with the Thor IRBM missile program, for which A. C. Spark Plug Division of General Motors Corporation is prime contractor for the guidance systems.

The instruments, of which Perkin-Elmer has developed several versions, employ an electro-optical system to accurately align the inertial guidance systems of missiles.

♦ **THE "DRILLSPEEDER,"** newest addition to its line of drilling and tapping attachments, has been announced by Jarvis Corporation of Middletown. The Drillspeeder has a maximum speed of 30,000 RPM and is adaptable to any conventional style of drill press spindle, quickly converting it into a high speed drilling machine.

The device features spindles of heat treated steel, ground after hardening to insure minimum "run out"; pre-loaded, shielded high speed ball bearings; heat treated precision gears; moving parts completely enclosed and lubricated at the factory.

♦ **THOMAS P. GALLAGHER** has been appointed plant engineer of The Fuller Merriam Company, West Haven, it has been announced by Harley J. Hiscock, vice president and general manager.

A native of New Haven, Mr. Gallagher attended New Haven High School. He served in the army in World War II and in 1948 was graduated from Quinnipiac College, where he studied business administration. He is completing the mechanical engineering program at New Haven College.

♦ **IGOR I. SIKORSKY**, aeronautical pioneer and retired founder of the company, was honored recently for 35 years of service with Sikorsky Aircraft Division of United Aircraft Corporation.

In a surprise presentation, Mr. Sikorsky was given a hand-lettered scroll

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as dean of Sikorsky employees at the eighth annual dinner of the firm's Quarter Century Club. The border of the scroll presented Mr. Sikorsky included drawings of ten of the outstanding aircraft he has designed. Although retired, Mr. Sikorsky continues to serve the company in a consulting capacity.

♦ A MAJOR EXPANSION in its scope of operations is announced by Bradley Laboratories, Inc., New Haven, with the formation of a Semi-Conductor Division.

Richard A. Siek, formerly senior engineer in semi-conductor development at Raytheon Manufacturing Company, has been named manager of the new division.

Bradley, one of two companies that pioneered the vacuum method of processing selenium and copper oxide rectifier plates in this country, will, through the new division, widen both the range of semi-conductor materials offered and the types of components produced.

♦ THE LUX CLOCK MANUFACTURING CO., Waterbury, has announced a new combination fully automatic range timer and one hour electric Minute Minder.

An exclusive feature on this field-proven Lux Timer is said to be the One Hour Electric Minute Minder with exclusive bell chime reminder signal. Standard features include: Lubeless motor bearings, blue-gray and silver dial, black set knobs, chrome bezel 110V-60 Cy. time cycle and 30 amps switch rating—single pole, double throw-double pole, single throw.

Precision dial engraving plus exclusive design and construction are said to insure dependability and simplicity of use with the one knob "Cook Now" timing and separate Minute Minder topside control.

♦ HARVEY HUBBELL, INC., Bridgeport, has announced the development of a new alternating current switch named "Presswitch." The unit turns on, or off, with a slight press of the finger or nudge of the elbow. A smoothly tapered nylon button, in either ivory or brown, is the focal point of its attractive styling, designed to blend with conventional or modern interiors.

The unit is said to be particularly well suited to control fluorescent lighting installations in homes, offices, factory production areas, conference rooms, hospitals and laboratories, or wherever modern press action simplifies light control.

♦ REFLECTING constantly increas-

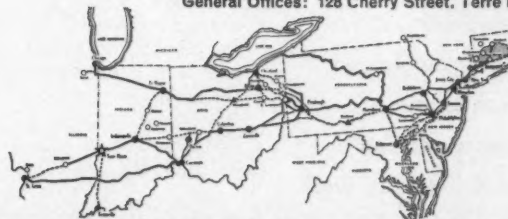


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ing activity in the electronic product and sub-contracting field, Wheeler Electronic Corp. has been selected as the new name of an established Sperry Rand subsidiary in Waterbury. A. G. Nicholson, general manager, indicated that the name change from Wheeler Insulated Wire Co. was also dictated by the recent discontinuance of the magnet wire business.

In making the announcement, Mr. Nicholson stated that Wheeler facilities are being directed to the design, development and manufacture of such electronic products as coils, transformers and reactors, toroids, delay lines, IF and RF components, wiring harnesses, electronic chassis assemblies, electrical and electro-mechanical sub-assemblies and the well-known Wheeler sound powered telephones.

♦ A NEW LINE of miniature ball bearings introduced by The Fafnir Bearing Company of New Britain, is said to be the first in the industry to be made entirely of vacuum-melt 440-C stainless steel. Intended for use in sensitive control instruments, missiles, and computer elements, the tiny bearings must be more perfectly finished and more resistant to in-service corrosion.

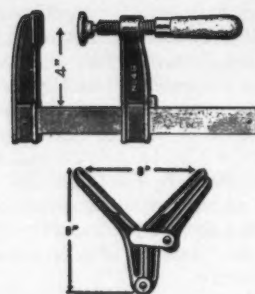
Another original feature of Fafnir's new line of miniature bearings is the fact that the company has not sacrificed optimum ball and ring sizes in order to make the ball retainers interchangeable. Each bearing size has its own specially designed retainer. They are made to ARGC-5 tolerances or better.

Entirely new manufacturing facilities are being used to produce the new line. According to Fafnir engineers, the combination of vacuum-melt stainless steel and the new centerless-type internal and external grinding machines enable the company to produce perfect "race geometry."

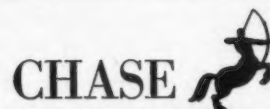
♦ THE PUBLICATION of a new brochure on die castings and permanent mold castings in aluminum and zinc has been announced by Peasley Products, Inc., Stratford.

The brochure, "Improve Your Products! Lower Your Costs!", points out four ways in which quality control helps to produce castings at lower cost. Emphasis is also laid on the savings made possible with the use of unit dies, by eliminating initial high die costs which have prevented some manufacturers in the past from taking advantage of the inherent economies of die castings. Copies of the brochure are available from the company.

♦ A THIRD consecutive award for outstanding achievement in the field of better wiring promotion for homes has been awarded The United Illumi-



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nating Company by a national magazine sponsoring the competition.

Kemp B. Batchelor, promotion supervisor of the utility and responsible for the home wiring program, received the award recently at the National Wiring Conference in Detroit, Michigan.

UI received honorable mention for its wiring promotion activities during 1957. Previously, it was named First Award winner for its 1956 campaign to promote better home wiring, and won honorable mention for its work in 1955.

♦ A CONDENSED CATALOG, listing and pricing their complete line of air operated chucks, cylinders and accessory equipment has been published by The Cushman Chuck Company, Hartford.

Cushman also manufactures manually operated chucks, power wrenches and power wrench chucks, manual and automatic pinch jaw chucks and boring mill and face plate jaws. Because of its design and factually stated information, Cushman's catalog is expected to be a valuable tool for purchasing agents as well as tooling and production engineers.

♦ THOMAS W. HALL, president and secretary of the Thomas W. Hall Company, Stamford, manufacturers of printing supplies and presses, died recently after a brief illness.

After serving with the United States Shipping Board during World War I, Mr. Hall established his firm in New York City in 1919, moving it to Stamford in 1927.

He is survived by a daughter, two sons and two sisters.

♦ ROBERT E. CARROLL, JR. has been appointed director of advertising and public relations of The E. Ingraham Company, watch and clock manufacturers, Bristol.

Mr. Carroll was formerly with the Stanley Works, in the marketing and advertising departments of both the Tool and Chemical divisions of that organization.

He is a graduate of Yale University. During World War II he served as an officer in the Navy, where he was Commanding Officer of a ship in the Amphibious Forces in the Pacific and Far East areas.

♦ STANLEY R. O'DETTE has been elected director and vice president of Alsop Engineering Corporation, Milldale, manufacturers of liquid processing equipment.

Mr. O'Dette retired recently after 30

years in the petroleum industry, 28 of which were with the Standard Oil Company of New Jersey. He is a mechanical engineer and holds chief engineers' licenses for stationary and marine steam and diesel plants.

♦ PRECISION BALL BEARINGS, manufactured by the Barden Corporation, Danbury, are reported to have been among the thousands of parts that contributed to the successful launching of the Jupiter C and the placing of the Explorer satellite in orbit.

While details of the components actually used in the flight have not been made public, it has been learned that bearings in the guidance and control systems were manufactured by the Danbury firm.

Barden has been producing precision ball bearings for manufacturers of highly accurate mechanisms that go into complex aircraft and missile systems for many years. One of them, Ford Instrument Division of Sperry-Rand Corporation, is the producer of the guidance and control systems used in the Jupiter C.



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Produced by the Power Car Company, Mystic, the new Plymouth Fury Junior has been selected by the official U. S. Committee for display in the Arts and Crafts Pavillion, U. S. Exhibit, Brussels World's Fair. The company's line of "Junior Automobiles" all have either gasoline or electric motors.

♦ **LONGTIME EMPLOYEES** of The Keeney Manufacturing Company of Newington, have shared in a novel way in what James D. Hanna, company president, describes as "a successful and forward moving year for our company." At a special ceremony, all employees who have been with Keeney for 20 years or more were presented with portable TV sets.

Reviewing the company record for 1957, Mr. Hanna pointed out that the company added a new two-story building and introduced two new Keeney products, the Climatizer, for humidifying home heating systems, and the Fill-Guard automatic filling alarm for oil tanks. Production of the Duo-Vent line of automatic air vents for heating systems has been expanded.

♦ **DESIGNED** principally for materials handling, a new type of flexible air duct, produced by The Wiremold Company, Hartford, will handle dry, free-flowing bulk materials. The superior abrasion resistance necessary to meet materials handling requirements also enables the duct to be used for heavy duty exhaust applications.

Type 8K-1D combines a heavy, abrasion-resistant, neoprene coated cotton fabric with an electro-galvanized steel spiral to give a rugged, flexible duct for heavy-duty applications. The fabric component is mechanically locked into the steel spiral, assuring a permanent grip that cannot fail with age.

♦ **INSERTED** blade shell end mills and face mills utilizing one-half and three-quarter inch square standard throw-away carbide inserts are being introduced by the Viking Tool Company, Shelton.

The line of milling cutters is being produced initially with double negative rake angles. A hardened high speed steel anvil is located in back of the cutting insert. This anvil is fastened to the cutter body by a retaining screw to prevent disassembly during indexing or replacement of the insert. The anvil

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also provides a hard, ground seat for the insert, and can be replaced. A dual threaded screw actuated wedge provides easy insert indexing.

◆ THE ADDITION of a second Sendzimir Mill which permits the production of precision strip in widths up to 27" and as thin as .001", has been announced by The Wallingford Steel Co.

The new mill is said to be equipped with the most modern X-ray gage equipment available. Gages, which are non-contacting and cannot mar the most highly finished surfaces, give continuous, extremely accurate readings. To supplement the gages, the new mill also utilizes exclusive elongation gaging equipment developed for use principally on "hardening passes" and similar rolling operations for the accurate measurement of thickness reductions that are too small to be detected by conventional methods.

As an additional means of assuring rigid quality control and to lessen the possibility of error, the new Sendzimir Mill is equipped with a numerical control system. Under this method, the operator inserts an IBM card into the control mechanism. This automatically "pre-sets" the mill to the required strip thickness.

◆ A REVOLUTIONARY VERSION of the 22 caliber rifle, weighing a mere four pounds and available in unusual colors, has been introduced by the Remington Arms Company, Inc., Bridgeport.

Using the basic design elements of its highly successful Model 572 "Fieldmaster" slide action 22, Remington has retained that designation for the new gun, while offering a number of innovations.

Produced in lightweight metals throughout, the "Fieldmaster comes in two color combinations. One is Buckskin Tan, the other Crow-wing Black, and both feature stocks and fore-ends of harmonizing "Sun-Grain" walnut especially checkered for positive handling.

The company has also announced a new lightweight bolt action center fire rifle, designed for the big game hunter. The de luxe rifle is designated as the Model 725 and is available in three popular calibers, the all-new 280 Remington, the 30-06 Springfield and 270 Winchester.

The Model 724 features a new all-purpose Monte Carlo stock and a common sight line designed for instant use of either iron or telescope sights. Other features include a hinged magazine floor plate, with fast, positive release inside the trigger guard.

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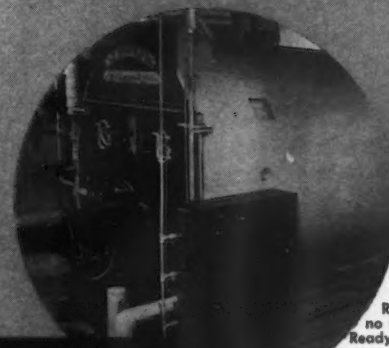
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LITERATURE

◆ ANNOUNCEMENT of the ap-
pointment of Frank L. Mathes, director
of sales, as vice president, has been
made by The Arrow-Hart & Hege-
man Electric Co., Hartford.

Prior to joining Arrow-Hart, Mr.
Mathes served as plant manager for
leading Connecticut industrial firms.
He joined Arrow-Hart in 1956 as ad-
ministrative assistant and later was ap-
pointed director of sales. In this post,
he is responsible for the sale of Arrow-
Hart's complete lines of wiring de-
vices, motor controls, enclosed switches
and appliance switches to their various
markets.

◆ ATLANTIC COAST INDUS-
TRIES, INC. has been approved by
stockholders as a new corporate name
which encompasses Bridgeport Rolling
Mills Company, Industrial Metals
Corp., International Chemical Special-
ties Corp., Brickseal Refractories Corp.,
Saverite Engineering Corp., Xzit
Chemical Corp., The Atlantic Coast
Fisheries Company and Fish Machinery
Corp. Pierce M. Welpton will be chair-
man of the board of the corporation
and R. L. Wentz, president.

Bridgeport Rolling Mills, which was
acquired by Messrs. Wentz and Welp-
ton in 1954, has been for over forty
years an integrated producer of fine
quality brass and bronze in strip and
rolls and for the past year also has
been producing aluminum in strip and
rolls.

The new corporate organization has
been established to provide broad di-
versification in both products and mar-
kets, to add stability to earnings and
to enhance the long-range growth po-
tentialities of the corporation.

◆ F. E. ERICSON, former president
of The Barden Corporation, Danbury,
manufacturer of precision ball bear-
ings, died recently after an illness of
several months.

An internationally recognized au-
thority on ball bearings, he had been
chairman of the Instrument Precision
Ball Bearing Committee of the Amer-
ican Ordnance Association since it was
organized in 1950. In 1953 he was a
member of the Air Force-industry
team that studied plant capacity and
ability of European ball bearing manu-
facturers to make instrument bearings.

Mr. Ericson joined The Barden Cor-
poration at its inception in 1942, after
25 years with SKF Industries, Phila-
delphia. A member of the Barden
Board from the beginning, he was vice
president and general manager from
1942 to 1948, when he was elected
president. He actively guided the com-
pany until 1956, when he resigned for
reasons of health and was succeeded



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by J. Robert Tomlinson, formerly executive vice president.

♦ **JOHN F. BATES** has been appointed manager, Builders Hardware Sales, it has been announced by Russell J. Willoughby, vice president in charge of Stanley Hardware, division of The Stanley Works, New Britain. Mr. Bates will be responsible for the entire Stanley Hardware sales organization with the exception of Magic Door Sales and Industrial Hardware Sales.

Mr. Bates, a graduate of Middlebury College, has been manager of sales, Eastern Region, for Stanley Hardware since July 1956.

♦ **THE AVAILABILITY** of high temperature wires using Teflon 100-X as both primary insulation and jacketing material has been announced by Theodore M. Sanden, vice president of William Brand & Co., Inc.

These wires are the result of a two-year cooperative effort with E. I. duPont de Nemours Co., Inc., during which period suitable extrusion conditions and processing techniques were established. The wires have been field tested in a variety of applications.

Wires insulated with Teflon 100-Z are said to exhibit most physical, electrical and chemical characteristics of conventional extruded Teflon-6 wires, but unlike the later, they are available in long, continuous lengths.

♦ **THE A. H. NILSON MACHINE COMPANY**, Shelton, has announced the development of a vertical 4-slide forming machine, the V-187 "Vertiform." The new Vertiform is basically an automatic 4-slide machine with the forming done in a vertical rather than a horizontal plane.

Departing from conventional means of actuating the forming slides, the Nilson design incorporates a drive shaft located behind the face of the machine. Forming slide rolls have needle bearings and are placed in the center of the slides to give a centralized thrust from low-angle barrel cams, mounted rigidly in the frame to completely eliminate shaft spring.

One advantage of the vertical arrangement is said to be that the finished product is ejected to the front, not being limited in size by having to pass through an opening in the bed.

♦ **EXECUTIVES** of the Associated Spring Corporation, Bristol, are bringing practical lessons in all phases of management before the seniors in management engineering at Rensselaer Polytechnic Institute, Troy, New York in a 14-week seminar held each Thursday. The series began in February and will continue to May 15, with one of

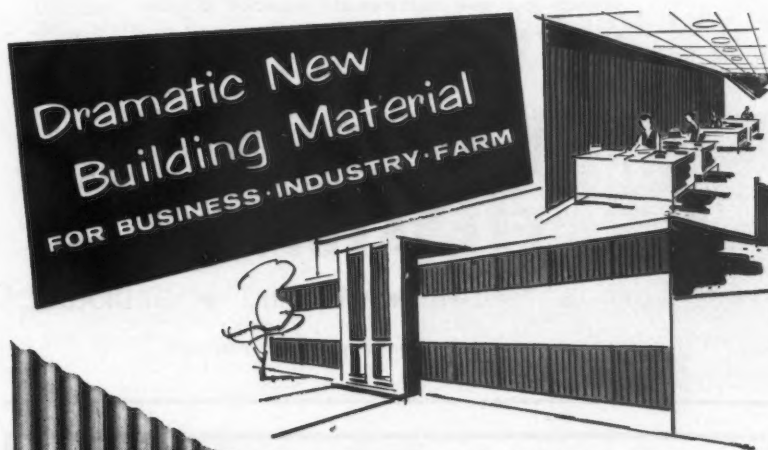
the Bristol leaders opening each hour of the three-hour sessions and presiding over free discussions with the students.

The seminar will cover all phases of management, including discussion on personnel relations, industrial relations, advertising, promotion, sales and marketing. Among Associated Spring executives who have participated are Carlyle F. Barnes, president; Ernest Goff, executive vice president, Frederic E. Crist, director of industrial relations, O. D. Nee, treasurer and R. L. Sylvestor, controller.

Seventy or more seniors will be guided through the office and plant of the company on a visit during the Easter holidays of the Institute.

♦ **E. LEONARD BORG** has been named manager of synthetic rubber development for the Naugatuck Chemical division, United States Rubber Co., it has been announced by Dr. D. Lorin Schoene, divisional director of research and development.

Mr. Borg, formerly assistant manager of synthetic rubber development, joined Chemical in 1942 as a technical



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trainee in the synthetic rubber division. He holds a bachelor's degree in chemical engineering from Rensselaer Polytechnic Institute.

♦ ROBERT P. BARROWS has been appointed safety director at Underwood Corporation's Hartford plant.

He began his career at Underwood's Bridgeport plant in 1953. Transferred to Hartford in September 1955, Mr. Barrows was named administrative assistant to the works manager.

♦ EMPLOYMENT at the Electronics Department of Hamilton Standard, Division of United Aircraft Corporation, has topped 400 for the first time, it has been announced by Robert Main, department manager. The Electronics Department is located at Broad Brook, and operates as a virtually autonomous unit.

Established as a separate department earlier this year, the Electronics Department is producing aircraft temperature controls, jet engine fuel controls, helicopter rotor controls and propeller Synchrophasers.

♦ DAMON VAN UTT has been elected vice president of Cramer Controls Corporation, Centerbrook, it has been announced by P. F. Brophy, president of the firm. In his new position, Mr. Van Utt will have responsibility for the manufacturing, engineering and materials control functions of the company.

The company, which also has facilities in Ballouville and Clinton, manufactures electrical control equipment, including time devices and miniature synchronous and direct current motors.

For the past ten years Mr. Van Utt has been associated with Bruce Payne & Associates, of Westport, management consulting firm.

♦ A NEW automatic industrial type buttonholing sewing machine has been announced by the Singer Manufacturing Company, Bridgeport.

The Automatic Sequential Buttonholing Unit, as it is designated, automatically forms five vertically aligned, quality lockstitch buttonholes on the unfinished shirt front. Robert W. Hewey, works manager, stated that in using the machine, the operator need only place the top of the shirt front under a clamp, press a button to start the work's cycle and remove the front at the completion of the operation.

♦ THE APPOINTMENT of Everett Kandarian to the post of manager of the Meriden plant of Pratt & Whitney Aircraft has been announced by Leonard C. Mallett, the company's general manager.

Mr. Kandarian was also named superintendent of purchased material inspection at the plant. He formerly held the position of chief of vendor quality control.

♦ A NEW nine-story building to increase the production of first-stage fermenting of citric acid has been started at the Groton plant of Chas. Pfizer & Co., it has been announced by John E. McKeen, president and board chairman.

Included will be a power plant and other auxiliary equipment. The new building will be a duplicate of the present nine-story building which houses the citric acid department at the Groton plant.

♦ THE FORMATION of a new sales division which will market a line of hot-dip galvanizing equipment has been announced by The Malleable Iron Fittings Company, Branford.

H. S. Hansen, who for several years has been active in the development and manufacture of this equipment, has been appointed manager of the division.

The equipment features automatic hot-dip galvanizing and pickling systems for a variety of products. In addition, it offers reduced costs of material and labor as well as improved quality of product.



This is believed to be the largest neutral salt bath furnace pot of the type yet produced. Designed and manufactured by Rolock, Inc., of Fairfield, the "Neu-Pot" is nearly seven feet high and 36 inches in diameter. The problems successfully solved in its design and construction emphasize the progress in welded Iconel fabrication and in safety-testing of this specialized equipment.

♦ GEORGE TOWNSEND UNDERHILL has been elected to the newly-created post of vice president in charge of sales for The Seymour Manufacturing Co., Seymour, producers of non-ferrous metals.

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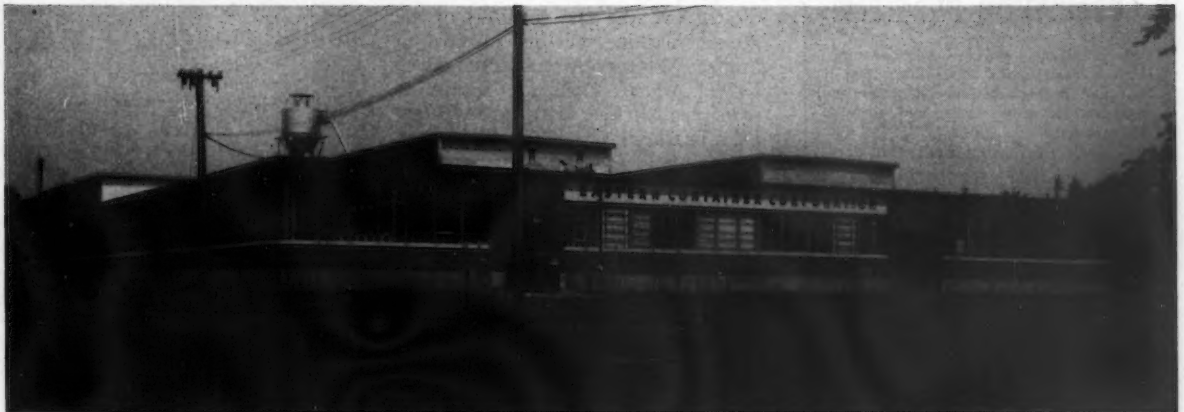
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From 1956 until assuming his present position, Mr. Underhill served as vice president and sales manager of Victor Manufacturing & Gasket Co., Chicago. Prior to that he was associated with The Chase Brass & Copper Co. for 27 years. He is a member of the American Management Association and the Chicago Executive Club.

◆ **THE APPOINTMENT** of John L. Dugan, Jr. as treasurer of Underwood Corporation has been announced by the business machines company.

Mr. Dugan, assistant to the president of the Grace National Bank of New York before joining Underwood, also has served with Booz, Allen and Hamilton, management consultants.

◆ **CONNOR ENGINEERING CORP.**, Danbury, has announced the development of a combination air diffuser and lighting fixture. One ceiling opening serves for both air supply and illumination when the Connor Kno-Draft Air Diffuser and Holophane lighting fixture is installed, solving any conflict that may exist between air outlets and lights and making for cleaner, less cluttered ceilings.

The units are made in six to sixteen inch neck diameters, accommodating 100 to 500 watt bulbs.

◆ **THE DEVELOPMENT** of what is reported to be the largest and most accurate jig borer in the world has been announced by Pratt & Whitney Company, Inc., West Hartford.

At the same time, the company indicated that the first six units of the 26 ton machine will be delivered to Pratt & Whitney Aircraft division of United Aircraft Corp. for installation at its plants in East Hartford and West Palm Beach, Florida. They will be used to speed the production of advanced type aircraft power plants.

The new machine tools can accommodate workpieces as high as 70 inches and can bore to the center of a workpiece 80 inches in diameter. They come equipped with a combination built-in 48 inch rotary table and 36 inch by 78 inch rectangular table. All models incorporate Pratt & Whitney's Electro-limit System of measurement.

◆ **CHARLES T. TREADWAY, SR.** of Bristol, died recently at the Vero Beach Hospital, Vero Beach, Florida, at the age of 80. He died following a shock while on vacation.

Born in Bristol September 8, 1877, the son of Charles S. and Margaret Terry Treadway, he was a great-great grandson of Eli Terry of Plymouth, the famous clock maker.

One of Bristol's leading citizens for over a half century, he was active in many phases of that city's civic,

industrial, financial and community life. Although Mr. Treadway's major interest was in the banking field, he began his business career six months after his graduation from Yale University as treasurer of the New Departure Manufacturing Co., December 4, 1900, which he continued to serve until 1916 when he, together with DeWitt Page, was instrumental in selling New Departure to United Motors, which later became General Motors. He also served for many years as general manager and president of the Horton Mfg. Co. of Bristol, with Bristol Brass as vice president for several years, and as director of Veeder-Root, Inc., of Hartford; Landers, Frary & Clark, New Britain; and Russell Mfg. Co. of Middletown.

In the banking field he was elected president of the Bristol National Bank & Trust Co. in 1907, which he served in this capacity until 1927, and for the next twenty years as chairman of the board. In 1947 he was named chairman of the Executive Committee and in 1955 became a member of the Advisory Council of the board. He was also active in the organization of the North Side Bank & Trust Co. in 1929 and was a director of the Terryville Trust Co. for many years.

For over 20 years, from 1919 to 1941 he was a partner in Conning & Co., investment bankers of Hartford.

His community activities, too numerous to mention in C.I.'s available space, may be said to have covered the entire gamut from serving in key posts in Bristol municipal affairs to vice presidency of the Bristol Hospital, chairman of a high school committee and a school building committee; chairman of the Republican Town Committee, member of the Draft Board in World War II, and more recently as a founding director of the Bristol Clock Museum. Mr. Treadway was a former member of the Republican State Central Committee and the Fifth Senatorial District Committee, an alternate to the National Republican Convention in 1912, and in 1916 was a Connecticut delegate.

He was one of the oldest members of the First Congregational Church of Bristol where he served in various capacities through the years, including acting as chairman of the fund campaign for the erection of the Parish House.

He was a member of many clubs and a 32nd degree Mason, a member of Washington Commandery No. 1 and Sphinx Temple Shrine.

Many who knew Mr. Treadway over the years agree with the views of Mayor James P. Casey of Bristol

who said, "Few men have made as many contributions to the building of a better Bristol as C. T. Treadway. We have lost one of our most distinguished citizens."

Mr. Treadway is survived by Mrs. Treadway, two sons, Charles T. Treadway, Jr., president of the Bristol Bank and Trust Company, and Graham R. Treadway, vice president of the Connecticut Bank and Trust Company, Hartford; two brothers, Morton C. and Townsend G. and one sister, Mrs. Edward W. Mink, Sr., and by five grandchildren and four great grandchildren.

The Expanding World of a Paper Family

(Continued from page 8)

make way for the widening of the highway.

Seth, the second, was followed by his son, Charles H. Dexter. Like his father he believed in expansion. In the basement of the old grist mill Charles H. Dexter produced about 200 pounds of hand-made Manila wrappers a day. Hampered for want of room and power, he moved his paper-making equipment into a frame building which was erected across the canal from the grist mill. In this building the present business was begun.

It was in 1867 that C. H. Dexter took into the business his son, Edwin D. Dexter, and his son-in-law, Herbert R. Coffin I. The Company then became C. H. Dexter & Sons. C. H. Dexter died in 1869 but under the same name Edwin D. Dexter and Herbert R. Coffin I continued the manufacture of writing and other papers that built a lasting reputation. The original mill was destroyed by fire, but a new mill was erected in 1875 which formed the nucleus of the present extensive plant.

In 1935 the Windsor Locks mill pioneered in manufacturing a new long fiber, absorbent and practically lintless paper. An outstanding characteristic of this paper is its cloth-like texture, making it adaptable for uses previously confined to cloth.

The demand for this type of material grew rapidly. The entire production is now the new type of paper, including "wet strength treated." The untreated papers are used for stencil base tissue, anti-tarnish wrapping, lens cleaners and many other items.

The wet strength treated papers maintain physical strength when immersed in liquids, and even boiling water. Wet strength treated grades are used in the meat packing industry, dairy industry, and for hospital supplies, disposable vacuum cleaner bags, diaper linings, tea bags and liquid filters.

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Family Party—Big Event

For the Dexter employee family, the outstanding event of the year is the Annual Family Party at the Hotel Statler. This is a time for distribution of the deferred profit-sharing certificate that allows each employee to begin building, after his fourth year in the Company, a generous nest egg toward retirement. (Cash profit-sharing checks are distributed four times yearly.)

To Dexter D. Coffin, Sr., and Jean C. Sterling, secretary-treasurer, go the credit for the five-year-old profit-sharing plan. What was the reason for this innovation? In the words of Mrs. Sterling, "Profit-sharing is a direct effort to secure cooperation, from the president to the sweeper. In a competitive market this cooperation needs to go far beyond the incentive of an hourly wage or weekly salary. We believe that profit-sharing gives the employee motivation for the kind of cooperation that enables us to meet competition. The experience of five years has proved it."

The employee-family party is also a dinner-dance with entertainment and door prizes. Several generations of the same family may attend because father, son and other relatives are frequently found in the Dexter organization. The Oliva family, for example, has four members working in the plant.

The oldest employee in service, Julia Caffery, who came to the mill 39 years ago, is not looking for retirement. "I like my work," she says.

Chester Reed, a master mechanic, who retired after 52 years was "surprised out of his wits" by being called into the office and given the keys to a new Cadillac. As Dexter Coffin comments, "We're crazy—but we have more fun than sane people."

Features such as these help account for personnel director John Burton's comment: "We always have a file of applications for employment."

There is also new blood. Dr. George D. Knight, a native of Alabama, came to Dexter's from Du Pont in 1948. Starting in the Research & Development laboratory, Dr. Knight has held the position of mill manager until recently when he was elected vice president and plant manager.

William W. Galvin, who for 17 years supplied the selling drive for Marchant calculators in the northeastern United States, has stepped in as vice president of sales and advertising.

In an office next to the president, a World War II veteran has assumed the job of vice president and general manager after a succession of jobs within the factory: tending the vats in which raw materials are pressure cooked, third hand on a machine that forms

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and dries the soggy pulp, quality control, cost accounting, selling. He is 32 years old, attentive as a listener. His name: David L. Coffin, the seventh generation of a family deeply conscious of its responsibilities to the community, employees and the paper world of tomorrow.

Purchasing Agents Are Changing the Art of Selling

(Continued from page 11)

neering over All-American halfbacks; and a salesman who knows economics and modern business problems in addition to technology stands a better chance for survival.

It is estimated that there are 2,000,000 salesmen in America, not counting the clerks and order-takers who work behind retail store counters or handle the mail and telephone calls in wholesale houses. These 2,000,000 salesmen buy about 1,000,000 books annually on how to sell. Additionally, they are given more training, more pep-talks, and more incentives to succeed than any other category of business specialist.

With salesmen becoming more expert in the art of persuasion, the small businessman nowadays is more vulnerable than at any time in his history. Politicians weep about the economic circumstances which handicap the little

fellow in the struggle for survival, but efforts on his behalf may be futile unless he can do as well as his big competitors in purchasing.

The average small businessman is not as expert a buyer as a large corporation's purchasing agent. He is likely to be an easy mark for well-trained salesmen who are like master detectives in finding the weak spots in any prospect's armor. Even if he has plenty of native sales resistance, the small businessman lacks the time and know-how of the professional full-time buyer.

The shopkeeper or small manufacturer needs to take a good introspective look at himself. Does he buy one brand over another because he favors the first salesman to reach him? Does he give the order to the firm which remembers him with the fanciest Christmas gift? Does he have trouble saying "no" to lodge brothers or to his wife's nephew? Are purchases affected by the salesman's joke, manners, the cut of his clothes, expense accounts, or the way the salesman combs his hair? If the answer to any of such questions is "yes," the chances are that the businessman needs to revamp his whole approach to the purchasing function; he is unsystematic and probably uneconomical in an area where system and economy often make the difference between profit and loss.

Big business has an advantage over small business in that buying in large quantities usually brings discounts. When this advantage is coupled with the expertise of purchasing agents, the small businessman who does his own buying is doubly handicapped. If he wants to compete effectively, then, he should re-examine his purchasing policies to make sure that he is getting the most for his dollars.

It is good sales strategy to pretend that the buyer's welfare is the salesman's main concern. Sometimes there is more sincerity than pretense in such solicitude for the customer. A good salesman wants repeat orders, and he faces a dismal future if he horns-woggles the buyer into making a bum deal. Yet it is a salesman's job to play up the strong points of his product and play down the weak points.

Unless the amount involved is too insignificant to warrant an investment of time, a systematic buyer usually will do some kind of comparison shopping before he places an order. Inviting bids is one form of shopping; in a buyer's market it is often sufficient, assuming that the buyer has made a sound judgment as to exactly what he wants, how much of it he wants, and when he wants it.

It is in the determination of these variables that the expertise of the purchasing agent pays off.



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How Would You Decide?

By Fredrick H. Waterhouse
Counsel

♦ What is the effect of seniority accumulated by a foreman when he is returned to the bargaining unit?

The contract contained a clause that an employee transferred to a job outside of the unit would continue to accumulate seniority and in the event he is returned to the bargaining unit, his seniority should be the accumulation of the time employed while he was in the unit plus the time he was employed outside the unit. One of the employees worked for a number of years on a certain production job. After about 23 years of service he was made an assistant foreman but was returned to the production job for a year and eight months during a cut-back in operations. He then was promoted again to the position of foreman when business picked up and continued in that capacity until the present controversy arose. With a slackening of business he was again returned to the bargaining unit in the job which he had previously performed and this necessitated laying off one of the men in that classification who had worked for the company 21 years as contrasted with the 24 years employment of the foreman. The company felt that the contract provided for returning this employee to his old job since he had more accumulated seniority than the employee who was replaced and also pointed out that for years this practice had been followed and no one had ever questioned the propriety of the action. The union claimed that a supervisor, upon returning to the bargaining unit by company action, may, first, fill any vacant job on the basis of his seniority, or, second, may replace the employee who has the least seniority in the unit and then once having returned to the unit, the ex-supervisor may continue to exercise his seniority as opportunities present themselves. With regard to past practice, the union stated it had not acquiesced in any such practice because no complaint had ever been registered prior to this one, even though the company had followed the same procedure in this case as it had in previous cases over the years.

Just what are the rights of a supervisor being returned to the bargaining unit?

The arbitrator disposed of the com-

pany's argument concerning past practice on two grounds; first, that the contract was clear enough on its face and should be enforced by the arbitrator regardless of practice, and second, that although 11 persons had been returned to the bargaining unit in the same manner followed by the company in this case, there was no acquiescence in this policy by the union because the union had never filed a complaint or contested the company action. He disposed of the merits of the case by ruling in favor of the union and holding that ex-members of the bargaining unit upon their return to the unit may fill any vacant job for which they qualify and to which their seniority entitles them, or they may replace the junior employee in their old department or in another department, in accordance with their accumulated seniority. He held that after the supervisor is returned, he enjoys accumulated seniority but on being returned to the unit he can exercise no rights superior to those already in the unit.

When an employee is temporarily transferred to a job in a higher labor grade must he be capable of performing all the duties in that labor grade to be entitled to the higher pay of that labor grade?

Here's what happened.

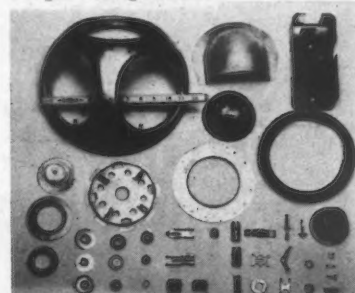
On a couple of days an employee was absent and the grievant was assigned to do his work but was not paid at the higher rate to which the absent employee was entitled. The union claimed that this was a temporary transfer for which the contract provided an employee would be paid his own hourly rate or the rate of the labor grade to which he was so temporarily assigned, whichever is greater. The company took the position that the employee was not "transferred" within the meaning of the contract and that the work he actually performed was work which was within his own classification and labor grade. It stated that the difference in classification between the two employees was based on the ability of the absent employee to perform a number of different operations in the department which the grievant is not qualified to perform and which he did not perform on the days in question.

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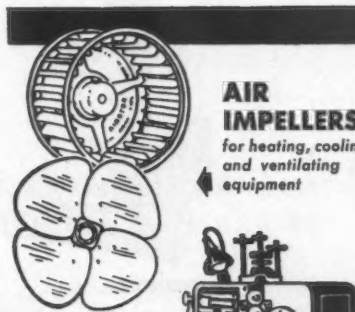


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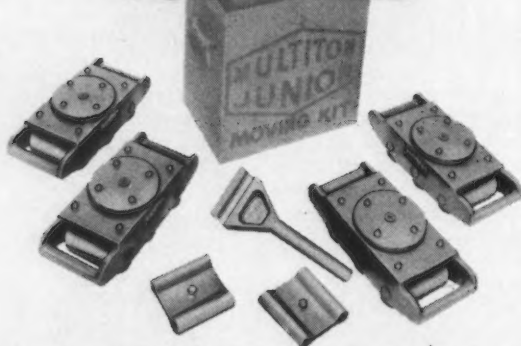
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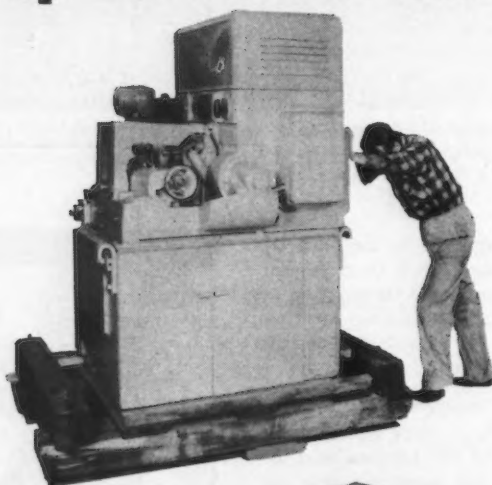
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Must the transferred employee be qualified to perform all the duties of the job to which he is transferred in order to receive a higher pay?

The arbitrator felt that the grievant was actually assigned to the work ordinarily performed by the absent employee and that while some parts of the work were within the scope of the grievant's labor grade, other aspects were those which constituted a part of the reason for classifying the absent employee's job in the higher labor grade. Although the transferred employee did not and possibly could not perform all of the operations of the higher labor grade, he need not be so qualified in order to receive the higher pay since he did perform some of the tasks of the higher labor grade.

May the company enforce a rule that falsification of production or work performance reports may result in discharge?

Here's what happened.

The company had distributed to all employees a booklet containing plant rules and these rules were also posted on the Bulletin Board and all employees were presumed to be familiar with them. The rules were prefaced in the booklet by a statement that violation is cause for disciplinary action to the extent of dismissal from employment. Among the rules was one dealing with falsifying or assisting in falsifying production or work performance reports. When a production problem was being checked and work tickets were being examined it appeared that there was an excessive amount of a particular type of work apparently being done on one shift in comparison with that being done on another shift. The comparative experience of the operators on the two shifts made this occurrence seem unreasonable. Consequently, the employee's superiors observed his performance without his knowledge on a certain day and when they examined his work tickets and checked his actual production, there was a substantial discrepancy. This discrepancy was confirmed by the work ticket of the employee who performed the next succeeding operation. On the following work day the employee's work tickets were again checked and his work was personally observed by his superior and substantial discrepancies were again found. The next day he was discharged for violation of company rules. The union denied there were any discrepancies between the work tickets and the work done and rested its proof on its mere denial. It produced no affirmative evidence and made no effort to check the

count of the company either before the discharge or afterwards, although the production lots had been retained and were available for count for a week or ten days after the discharge. The union further claimed that other employees who had falsified records had not been discharged and that the discharge was discriminatory and prompted by the service of the employee as an active union steward. One other point it made was that the employee was discharged without a hearing and without an opportunity to explain his side of the charges made against him.

Does falsification of production records warrant discharge even though the employee accused of falsification is an active union steward?

The arbitration board recognized that discharge is the most extreme penalty involved in labor-management relations and must be invoked with supreme care. However, it agreed that the company proceeded with commendable caution and only after considerable deliberation and that the evidence offered by the company was documented and supported by the testimony of many witnesses and that the union actually could offer no defense. In fact, it pointed out that the union's only defense was a denial supported by no explanation of the discrepancies. To the union claim that the employee did not know the penalty for falsification of work reports, the Board commented that all employees know that cheating on their work tickets will be severely disciplined. As to the union claim that the company was "out to get" the employee because he was an active union steward, the evidence fully established the fact of falsification of records and the company had a right to expect more loyal performance from such an employee and therefore was justified in discharging him.

Does an Educated People Move Freedom Forward?

(Continued from page 13)

munists do. Our laws punish men only for what they do.

The basic purposes of our Bill of Rights was just this: to protect people from being punished or persecuted or penalized for their thoughts, their feelings, their words, their writings—however unpopular these may be at the moment, and no matter whose sensibilities they offend. The Founding Fathers wrote guarantees of this kind of freedom into the Constitution without a single "if" or "but."

But the terrible and alarming truth is that so many Americans do not, apparently, know this or believe it or care about it, or act upon it.

Now, to conclude, I want to leave with you three questions. These were published in the *Scientific Monthly* three years ago by Prof. Frederick C. Neff, and I leave it to you whether they are not even more pertinent now than they were then.

Question No. 1. If the primary concern of American education is with liberty and democracy—as every reputable textbook in the field of education for the past fifty years has attested—why have educators displayed so little concern about curtailments of freedom in non-academic areas and such sudden distress when their own private domain has been invaded?

Question No. 2. If an understanding of freedom is central to a democratic philosophy of education, why has there been such inconsistency and vagueness in articulating just what freedom means?

Question No. 3. Are we prepared to welcome a generation of young people who are committed to nothing save neutrality; who, being neutral, have no intention of identifying themselves with causes that are deemed to be right; and whose loyalties, being neutral, are lodged nowhere? Can education afford to be neutral where the values identified with freedom are at stake?

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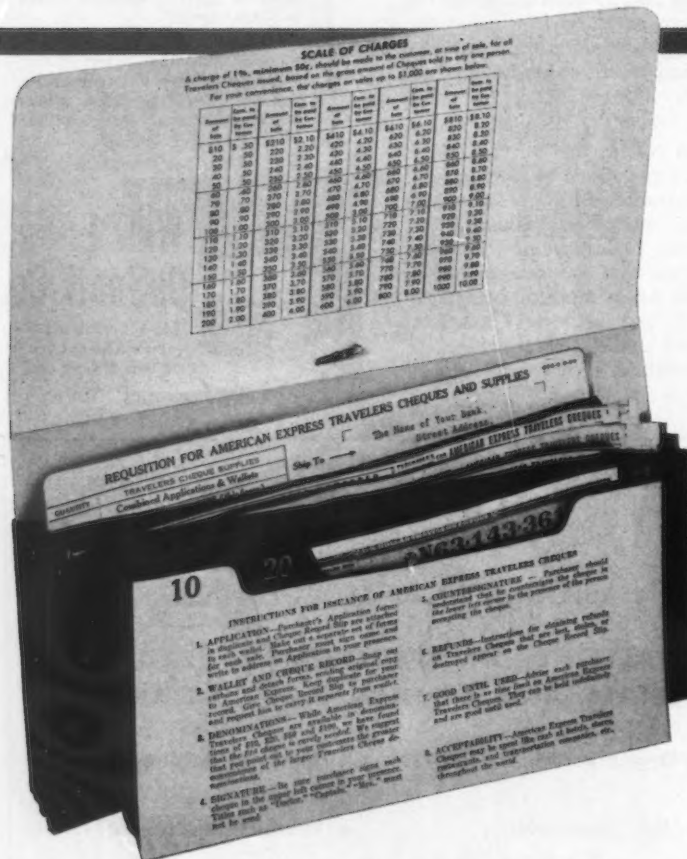
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Public Relations

By A. Carl Messinger

Public Relations Director

♦ PUBLIC relations people are watching with keen interest a suit by Southwestern Gas and Electric Company against the United States government. Among other items, the utility says that it was wrongfully disallowed for tax purposes \$23,309.58 spent on 86 institutional advertisements.

The advertising was directed against the federal government further entering the business of generating power. Senator Estes Kefauver complained about the advertising to the Internal Revenue Service, stating, "There is little doubt in my mind that these companies have been charging the public, through income tax deductions, for their own brain-washing."

The significance of the suit, of course, goes far beyond the public utility field. As Industrial Press Service reports: "Our federal government is the biggest operator in the world. It collects and spends more money than any agency or any business in the world; is the biggest employer, with employees now in every country in the civilized world, and the biggest debtor in the world, owing more than all of the other nations in the world combined." The Hoover Commission points out that the United States Department of Defense alone owns more than 2,500 industrial and commercial establishments including tree and garden nurseries, steamship lines, a railroad and manufacturing of clothing, paints, ice cream, eye glasses, et cetera.

We live under a federal government outwardly devoted to competitive enterprise but to a marked degree socialistic. In 1958 this is a fact of life. But if the Internal Revenue ruling stands, the right of a company to present its viewpoint through advertising will be seriously weakened. This applies not only to the public utilities. As EDITOR AND PUBLISHER points out: "Suppose some crackpot decided all American radio and television broadcasting should be nationalized under one government owned and operated company. Under the present ruling of Internal Revenue, and Senator Kefauver's reasoning, independent broadcasters would be precluded from using every means at their disposal—especially advertising in other media—to explain the issues and carry the fight to the public."

Once the principle is established, it

can be extended to any other business or industry, from groceries to machine tools.

Disallow the cost of institutional advertising and the next step is to disallow the exemption of other means that business and industry have set up to communicate with the public. This could include expenditures for personnel (pr people), printing and media, to mention only a few.

The federal and state governments employ, of course, innumerable propagandists under various labels. The expenditures are large but well-hidden by diffusion.

What this means is that there exists a large number of government employees dedicated to the extension and magnification of their own bureaus. Without analyzing motives, the fact is obvious in the constant expansion of federal, state and even local government payrolls.

There is also a large group of people who oppose further government expansion. These people are active in presenting to the public the benefits of private enterprise. They use either money collected from people who think as they do or business funds. The latter are provided because government operations need to be either contained or contracted if the private enterprise is to survive. The Bureau of Internal Revenue now says that presenting such information to the public by means of institutional advertising is not a business expense and that the taxpayer should not be allowed to report it as such in his tax returns.

There is considerable evidence to show that the people who favor private enterprise are gaining in strength. Samuel Lubell, the political reporter who forecast correctly several presidential elections, declared in October 1956 that many city workers are voting Republican because they believed that this party favored business and they, the workers, favored business too. According to the Opinion Research Corporation, those who regard big unions as a greater threat than big business are three times as numerous as those who feel big business is the greater evil. Other surveys show the public to be sharply in favor of tax limitation.

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The facts are that commerce and industry have an extraordinary record of public service. The need is to acquaint more people with the record. When people get the facts they form their own opinions and the largest number of them vote in favor of private enterprise.

"When people get the facts . . ." is still the weak point of the public relations picture. It is not government that prevents the facts from reaching

the public, although government may attempt to impede the flow. It is simply that many firms still do not understand how closely knit is public understanding of private enterprise to the question of their ultimate survival. Fortunately, much of top management is understanding it and helping to get across the business story. For management, public relations—doing a good job and keeping the public informed of it—is a matter of enlightened self-interest.

Effective Speaking Training at Raybestos

(Continued from page 9)

both sides. How important this is at a sales presentation!"

Lessons in the art of diaphragmatic breathing are equally important to the use of one's body as well as the correct use of one's voice. Proper breathing is a tremendous aid in relaxation of the body. Your body must be relaxed if you want effective speech. Have you ever seen yourself in the movies? How is your posture? Do you speak to people with your eyes as well as with your words and voice. Are you a star gazer or do you speak directly to people? Much can be lost in your conversation if your eyes are not focused on the one to whom you are speaking. How important is your handshake? Was it the type like "Oh, are you here again!", or "Gosh, it's nice to see you." Give thought to your handshake. Your eyes, your facial expression and your handshake should coordinate. They should leave one with the feeling of "come again."

In industry every finished product coming off the assembly line must pass a final inspection. Do you inspect the product "YOU" before you start out in the morning? Take a look at yourself in the mirror. Are you dressed for the occasion?

The preceding paragraphs spell out a brief summary of the important teachings by Mr. Matson, and presently Mr. Spencer, to the members of the Raybestos Effective Speech Classes which meet weekly. These classes are not large, each class averaging twelve members. This gives each member an opportunity to deliver a prepared five minute speech at each session. These talks, plus the previously mentioned exercises, and the constructive criticism offered to each member, make up the two hour weekly session. To date three hundred employees have graduated from one or more of these speech courses which are open to all employees without cost. Many of these graduates have been given responsible positions both in the factory and office, and four of them have been advanced to responsible sales positions.

In a recent letter received by Mr. Matson from one of the company's district sales managers he states: "I want you to know that I sincerely appreciate the little suggestions and information you have passed on to me from time to time. They have helped me in putting on some very good sales meetings.

"In Spokane recently, we had all of our distributors in from eastern Washington; the attendance was fifty-one. In Seattle we had all of our distributors



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in from western Washington; attendance, eighty-four. In Portland we had an attendance of ninety-one. In Los Angeles we expect an attendance of approximately three hundred. I spend a lot of time in preparation and planning. Thanks to you, I have some very good material for an opening punch and a closing punch."

The graduates of these Effective Speech Classes organized the "Raybestos Speakers Club" in February 1944. This group meets monthly with the exception of the three summer months.

The programs after these dinner meetings are conducted by the officers of the club. Beside learning the fundamentals of conducting meetings of this sort, interesting programs are presented by the members. Debates, individual talks, group discussions and round table talks are some of the few interesting programs which keep the class graduates up to date on their teachings about effective speech. Many of the club members are enrolled as speakers in the local Red Cross Speakers Bureau. Several have been acting as judges in the C.Y.O. debates in and around Bridgeport. The club also has a Speakers Bureau which furnishes speakers for any occasion.

At the organization meeting of the Speakers Club, Mr. John F. D. Rohrbach, President of Raybestos-Manhattan, Inc., was guest speaker. Mr. Rohrbach left something in the minds of all who attended that night which has become part of the class work as well as part of the club. Here are his ten pointers on how to speak effectively.

1. Be natural, be yourself.
2. Always register sincerity.
3. Be sure of your facts.
4. Think the proposition through most carefully.
5. Learn by listening to others—especially trained speakers.
6. Do some constructive reading.
7. Practice the art of fine conversation.
8. Keep your temper and your sense of values.
9. Respect the opinions of others.
10. Close your speech on a constructive note.

Words, voice and body is the general theme of the teachings of Effective Speech at the Raybestos Division. Personality is lacking by so many today, Mr. Matson states; the reason for it being the misuse by the individual of his words, voice and body. The adopted slogan of the Raybestos instructor is one to which everybody should give more thought. It is a quotation written by the Greek author Publins Syrus in 42 B.C. 'Speech is a mirror of the soul; as a man speaks so is he.'

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- **SATIN FINISH**—controlled to suit your end-use
- **DEEP-ROLLED RBF**—suitable for chrome plating (The sure working steel with eye-appeal)

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Transportation

By John B. Hedges

Traffic and Export Manager

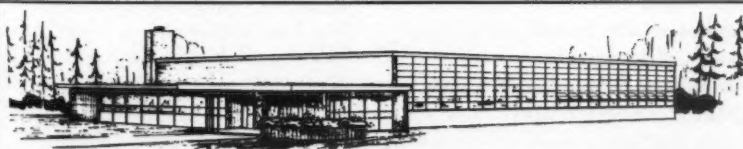
Shippers Associations

♦ THE principle of pooling freight is probably as old as our transportation business. In the period immediately after World War I, the pooling of freight by individuals and firms acting as middle-men between the railroads on the one hand and the shippers on the other, became more and more prevalent. These organizations were known as freight forwarders. Actually, they were buying freight moving capacity at wholesale and selling it at retail. The service they were selling to the shipper included something which was not offered by the railroads at that time—pickup and delivery of the freight.

At the same time, groups of shippers and receivers of freight had occasionally banded together into associations to provide for themselves pretty much the same kind of service the freight forwarders were offering. The two developments continued to grow side by side up through the years of depression. The freight forwarders were not compelled to secure permits of operation, nor were they required to file tariffs since they were still unregulated. Regulation came to the freight forwarders with the passage of Part IV of the Interstate Commerce Act in 1942. However, the Congress, in setting up this regulation of freight forwarders, specifically excluded the cooperative non-profit shippers associa-

tions in section 402, paragraph C of the Interstate Commerce Act: "The provisions of this part shall not be construed to apply (1) to the operations of a shipper, or a group or association of shippers, in consolidating or distributing freight for themselves or for the members thereof, on a non-profit basis, for the purpose of securing the benefits of carload, truckload, or other volume rates, (2) to the operations of a warehouse man or other shippers' agent in consolidating or distributing pool cars, whose services and responsibilities to shippers in connection with such operations are confined to the terminal area in which such operations are performed."

Many of the earlier shippers associations grew out of the need of department and dry-good stores for economical expedited service. For instance, a group of stores in Chicago who were receiving large quantities of LCL freight from New York City firms might form a receivers association on a cooperative non-profit basis. All firms in New York City shipping to the Chicago stores on a freight collect basis would be instructed to deliver goods to an agent of the Association at a New York terminal. The agent would in turn consolidate this freight into carloads and ship it on a collect basis to Chicago where it would be delivered to the member stores. Instead of pay-



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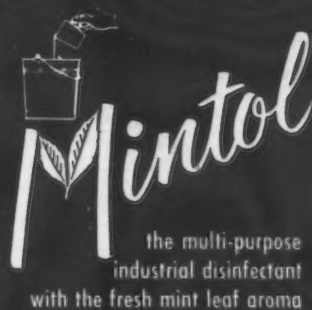
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MINTOL disinfectant has a coefficient of 9. Diluted half a cup to the pail of water, it meets the new Use Dilution Confirmatory Test.

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SANITIZES THE SURFACE
DEODORIZES**

For free sanitary survey of your premises ask your Dolge service man



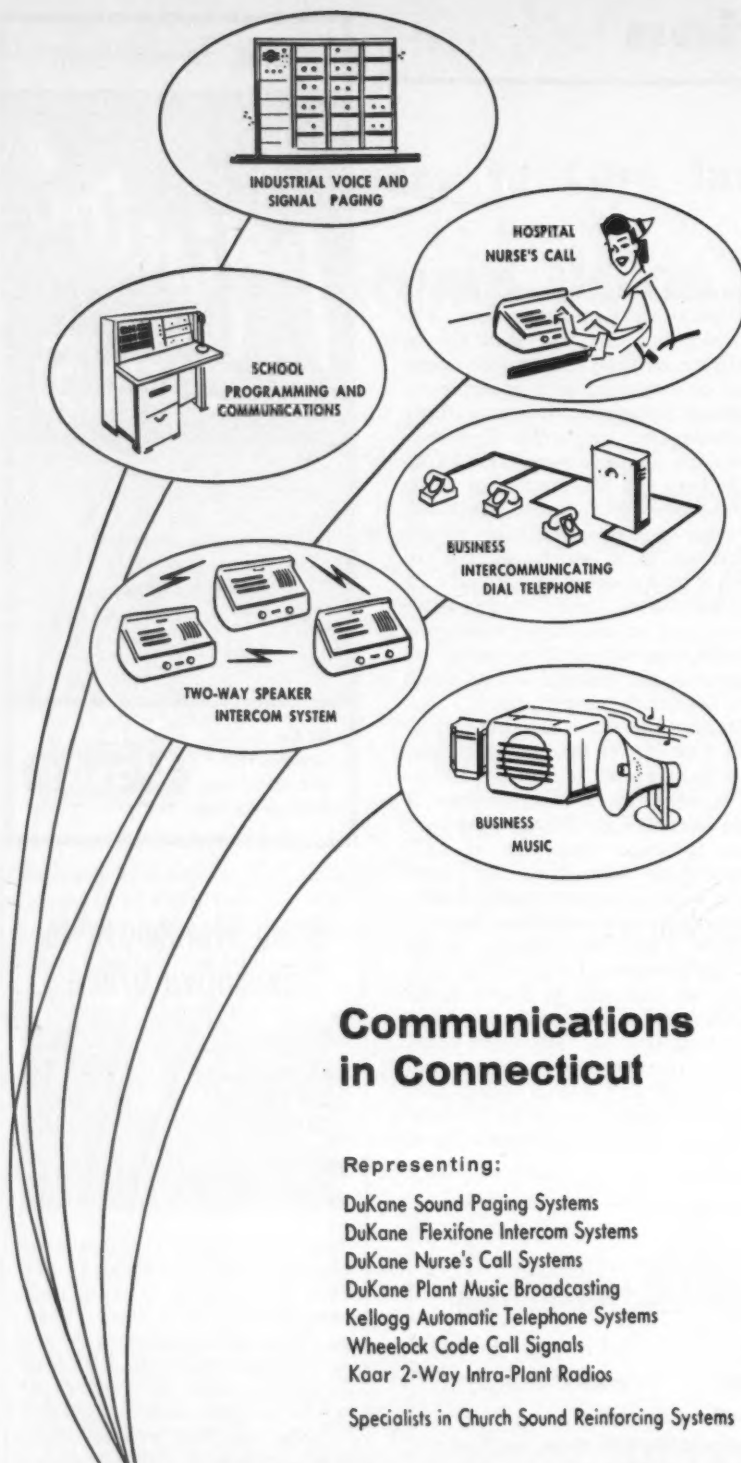
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ITR57R

ing the regular LCL freight rate on this inbound merchandise, each store would pay its pro rata share of the carload charges plus a handling charge at each end plus a small additional charge for administrative overhead. The final charges were always considerably below LCL rates. In some areas, manufacturers shipping on a prepaid basis to large markets formed themselves into associations and operated in a similar fashion.

The freight forwarders could not help but feel the effect of this activity. They entered a complaint against one large shippers association, the Pacific Wholesalers, and after extended hearings before the Interstate Commerce Commission, the principles behind section 402 (c) were reinforced by the decisions of the Commission. The Pacific Wholesalers had, however, made the mistake of handling freight for non members and was ordered to cease and desist from that practice.

Following World War II, the number of shippers associations in various parts of the country increased significantly. There were good reasons for this. The change in inventory practices which had come about gradually over the preceding years with more and more emphasis on a small inventory and a quick turnover meant that the jobber and wholesaler no longer ordered carload lots from the supplying manufacturers. Percentage increases in freight rates widened the gap between carload and less than carload freight rates. In general, the freight forwarders tied their rates closely to the all rail LCL level except for transcontinental movements.

The bona fide shippers associations operating today have in most instances been organized by industrial traffic men whose analyses of their freight movements showed them that there was a concentrated volume movement either in or out of their territory which would lend itself to this type of consolidation with the resultant savings in transportation costs. The organizations are set up as non-profit corporations chartered under state law. Either the charter of incorporation or the constitution and by-laws of the association spell out very carefully the qualifications for membership, how control of the organization is to be effected and precisely how it is to operate. In most cases the affairs of the association are controlled by a board of directors elected annually by the members. A number of large associations find it expedient to hire the services of either a full-time manager or management firm to take over the details of consolidation and distribution.

(Continued on page 42)

Accounting Hints

Contributed by

The Hartford Chapter National Association of Cost Accountants

Internal Reports

By ALAN R. BROWN

Norden-Ketay Corp.

♦ WHAT accounting and production figures will be reported regularly and to whom? Every company, large or small, must answer this question at one time or another, during each reappraisal of its system of reports. This is a question that is worthy of a careful answer; management depends upon good reports for effective administration, and as a basis for the right decision at the right time.

In deciding which information should go to each executive or supervisor, the accountant must be guided by the desires and needs of the recipient. However, since most of them will ask for all the information that they can get, whether it bears directly on their jobs or is of only remote relation, the accountant must impose some limitations, in the interest of economy and organization. The modern business achieves much of its productivity through specialization of jobs and the reporting of information should conform to this plan.

A manager or supervisor of a particular function, such as sales, production, or a shipping department needs the data that pertains to his function and to provide him with extraneous information is to invite him to spend time thinking about areas of the business that do not concern him. The accountant's duty is to get only the necessary data into the hands of the person who needs it and can act upon it.

The following is a list of common internal reports that is not all-inclusive but representative. These reports are of an informative and general control nature, rather than specific analyses.

1. Company or Division Profit and Loss Statement, Balance Sheet.
2. Orders received, shipments, and backlog by product line.
3. Orders received, shipments, and backlog by sales territory.
4. Inventory change and inventory balance by element or by product line.
5. Manufacturing profit by product line.

6. Total manufacturing overhead by account, compared to budget.
7. Department overhead by account, compared to budget.
8. Selling and administrative expense, compared to budget.
9. Engineering expense by project.

Obviously, the supervisor of each department of the business needs a report of his department's expense so that he can properly exercise control of this expense. His immediate superior needs the same report in order to judge the supervisor's effectiveness. In the same way, the overhead expense report made to the President or Division Manager will cover the broader areas of responsibility of those who report directly to him.

However, some controllers and presidents will insist upon receiving many of the detailed reports pertaining to small parts of the organization. These are used for reference only, to provide a handy means of checking computations and figures in specific analyses, and are often sent by the accounting department with the notation—"File Only."

The quality of a report is measured by the ease with which it can be interpreted by the executive who uses it. He must be immediately aware that the situation covered by the report is satisfactory or unsatisfactory, with

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enough supporting detail to indicate where the trouble lies. A good report covers one or at most two subjects. For example, the total on the inventory report gives the net change for the period and compares the resultant inventory balance with shipments, in the form of a turnover ratio. The detail of the report would break down the changes by type of inventory—raw material, work-in-process, and finished stock. In some industries, the inventory by product line or project is more important.

An attempt to convey more than

one concept with one report is apt to lead to confusion. The variances in overhead expense in a given department may, on an actual cost basis, have a definite effect on the profit margin for a given product line, but to combine these two measurements in a single report for regular issuance is impossible.

For the same reason, I do not advocate making a regular comparison of actual results with anything but the budget or operating plan, which should cover all phases of the business. When last year's figures or other past history

are included, the report creates questions and discussions that are most often repetitive or meaningless. The annual budget should be based on past experience and the necessary variances from the previous year should be thoroughly examined at the time the budget is prepared, and then be put aside for purposes of current control.

Where long-term trends have significance, a graphic presentation is often helpful, particularly to those who are not trained to discern these trends from a column of numbers. The graphs will usually cover only the more inclusive statistics, such as the relationship of total sales and the margin of profit, or the change in the contribution of different product lines or divisions to total sales and profit.

No periodic report is meant to answer all questions of how and why and where. Indeed, these reports are meant to give rise to such questions, and a measure of their present value is the number of inquiries that come from various levels of management. Some companies attempt to anticipate most of these questions by preparing an analysis of significant variances to accompany the reports. Usually, these become routine listings of additional information.

A more valuable type of report is the financial analysis of a specific problem. Periodic reports give rise to many questions that cannot be answered by detailed analysis of report data. Why does one plant have significantly lower machine maintenance than a similar plant in another location? Should office equipment be leased or purchased? Is spoiled work excessive or is it more expensive to hire the inspectors to eliminate it? Every company should have at least one employee whose sole task is to present, in report form, the facts on each of such problems, using a method of evaluation that clearly indicates the necessary decision to be made by management.

Transportation

(Continued from page 40)

The freight savings that such shippers associations can return to their members range from 5 to 15% as against the standard LCL charges. Many members of these associations point out other benefits in the operation such as a closer control of deliveries, shortened transit time and better tracing information. All in all, the increasing number of non-profit cooperative shippers associations highlights the intensity of competition for markets and the need for prompt reliable transportation service at advantageous rates.



CONVENIENCE FOR THE CARRIAGE TRADE

Tot-sized travellers were a real problem for mothers before Chux. And the right package for this Chicopee Mills product was a real problem before Robertson created this new carrier-dispenser carton. It totes like a suitcase, delivers diapers one at a time. The perforated flap tucks in place and diapers are sparkling clean between changes, yet this convenience does not interfere with the carrier feature of the carton.

When your requirements are special, let Robertson's team of design engineers add that extra spark of ingenuity to your packages that can result in increased sales for your products.

Write us today. Our representative will be happy to discuss your packaging.

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Business Tips

By L. F. Boyce, Jr., Assistant Professor of Accounting
School of Business Administration, University of Connecticut

Letter To The Shareholders

♦ EACH year several million annual reports are sent forth to enlighten the stockholders and increase the postal deficit. Unfortunately, the majority of people who actually read the reports are in one of the following groups.

1. Investment analysts.
2. Creditors.
3. Representatives of the Securities and Exchange Commission.
4. Union leaders.
5. Stockholders who think the dividend rate and earnings per share are inadequate.
6. Stockholders who think that management is overpaid.
7. Stockholders who aspire to replace the present board of directors.

For the most part, the first three groups will turn immediately to the financial statements and grub around in a maze of figures. They are about as difficult to reason with as the CPA's. The fourth group won't believe the figures. That leaves only the stockholders who may be susceptible to an enlightening commentary on the achievements of management during the past year.

The commentary is usually written in the form of a letter to the stockholders or shareholders. The term,

shareholder, sounds a bit more dignified than stockholder and the readers have all the dignity of a hungry tiger eyeing a tethered lamb.

The opportunity of writing the explanation of what happened is management's shield against the spears and arrows of dissident stockholders. In order to illustrate how sturdy a shield may be constructed under adverse conditions, there follows a letter to the shareholders from the board of directors of a fictitious company. Paraphrased comments are inserted to enable the reader to appreciate the skillful choice of phraseology.

AMALGAMATED MINING & MANUFACTURING COMPANY

TO THE SHAREHOLDERS: *(Never make the mistake of using the salutation "Dear fellow stockholders:". They are no friends of ours.)*

The year 1957 was marked by many cross currents of events affecting your company. In spite of the need to find solutions to problems arising from these events, the results of operations for the year were very satisfactory. *(Two results are accomplished by this introduction; all difficulties are blamed on events beyond the control of man-*

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MEASURE ONLY:
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to 25 A. resistive at 115-230 V., A. C.; 1 h.p., 125 V., 2 h.p., 250 V., A.C.; D. C. and other higher ratings on request.

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MOUNTINGS:
Socket, panel and sidewall arrangements standard; others to meet special needs.

"Diamond H" engineers are prepared to work out variations of these rugged, dependable relays to meet your specific requirements in such applications as automation controls, appliances and air conditioning equipment, or what you will. Just ask.

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WATER! CLEAN CLEAR COLD

GOOD FOR MAN,
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Certain areas of Connecticut are blessed with wonderful underground supplies of good water. The Church Company's many years of experience and improved methods of drilling and development are making these large supplies of water available—this applies to both rock and gravel formations.

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ROCK WELLS—GRAVEL WELLS—PUMPING EQUIPMENT
SPECIALISTS IN LARGER WATER SUPPLIES

agement; management has modestly acknowledged its skill in overcoming the difficulties.) Earnings have advanced to two dollars per share. (It would be superfluous to mention that the two dollars represents a 2% return on market value or 1% on net sales. We can't stop the stockholders from figuring, but why make it too easy? Furthermore it would be folly to state that the advance was from \$1.98.)

Behind these figures is a record of substantial achievements by your company in bolstering our American Way of Life. (By implying management's patriotic motivation we put those subversives who place profits above country in their proper place.)

Amalgamated's management wisely anticipated the decline in defense spending during 1957 and acted energetically to decrease our volume of work on government contracts. (Three-quarters of our government contracts were cancelled on short notice last summer.) Due to management's foresight in maintaining the substantial inventory of our agricultural implements division we were in an excellent position to meet the needs of farmers when the drought ended in the Southwest. (We've been stuck with that inventory for five years now, but by selling at cost we have unloaded half of it in the past few months.)

As a result of a decline in the price

of copper, we suspended operations at our mine in the Republic of Corruptia early in 1957. During the unsuccessful rebellion in that country last fall, communist elements burned and looted our properties. An insurance claim for one million dollars has been filed and it is believed that your company will be reimbursed in full in the near future. (Our mine's only distinction was that it was probably the highest cost copper mining operation in the Western Hemisphere. Our insurance coverage is for riots and civil disturbances and the insurance company nastily insists that the rebels never got within a hundred miles of our property. We have no burglary coverage so our only hope is for a jury that hates insurance companies.)

During the past year, your company has been among the many leading American industrial enterprises which are recognizing diversification as the key to continuing success and prosperity. By diversifying our operations, we have insured maximum utilization of the experience and know-how of our management team. We have created a potential for a continuity of earnings, production and employment which could not have been achieved through any single specialized activity.

Our new uranium mine places our company in the expanding market for peacetime atomic energy. The time required to install new equipment in order to assure adequate productive capacity did not permit us to start full scale production, so the results will not be reflected until the coming year. (We had to try something or go out of business.)

Leo J. Stonehead resigned from the Board of Directors in December after fifteen years of service to the company. Herman Clod, who has had many years of experience in the marketing phase of the business, was elected to the Board of Directors to replace Mr. Stonehead. (Mr. Stonehead will be remembered by his fellow directors for two things. Each year he insisted on a reduction in the budget for office supplies and he talked us into buying that copper mine in Corruptia.)

We take this opportunity to express deep appreciation for the contributions of the employees to the achievements of the year. (Let them take their share of the blame too.) We are also appreciative of the continuing support shown by the more than 50,000 shareholders of Amalgamated Mining & Manufacturing Company. (A little reminder that a proxy fight could be expensive.)

By order of the Board of Directors,
L. G. FAIRHOPE, President

April 10, 1958



Shaubut Walz Says...

"We are very pleased with the results of our advertising.

"The objective of our campaign is to produce inquiries and sell the use of The Traveletter System to companies having sales and other traveling personnel.

"Inquiries and sales are increasing appreciably, and we find that many new companies are becoming interested in The Traveletter System and its advantages over old methods of handling traveling expenses."

Mr. Walz, President of Traveletter Corporation, will be glad to tell you of our ability to produce a well-balanced program.

Van Lear Woodward Associates inc.

ADVERTISING

50 West State Street, Westport, Connecticut

ALCOA'S SCREW MACHINE STOCK DEMONSTRATION AND CASTING EXHIBIT

PLACE: Aluminum Company of America, Bridgeport Works, Atlantic Street, Bridgeport, Connecticut

DATE: Wednesday, May 7, and Thursday, May 8, 1958

TIME: From 10:00 a.m. to 6:00 p.m.

DON'T MISS IT!

FEATURES: An actual demonstration of machining aluminum and other metals, allowing you to compare feeds, speeds and costs

A clinic on proper tooling techniques for the four aluminum alloys used in the Screw Machine Industry

A display of typical applications of aluminum screw machine parts utilizing products of leading manufacturers

Showing of "The Four Amazing Alloys," a color motion picture for designers, engineers and purchasers specifying materials

A representative display of sand, die and permanent mold castings

A demonstration showing the unusual strength and ductility of a new die casting alloy

New developments in aluminum sand, die and permanent mold cast bearing alloys

A moving picture on die casting prepared by American Die Casting Institute

MARK THE DATE ON YOUR CALENDAR NOW!



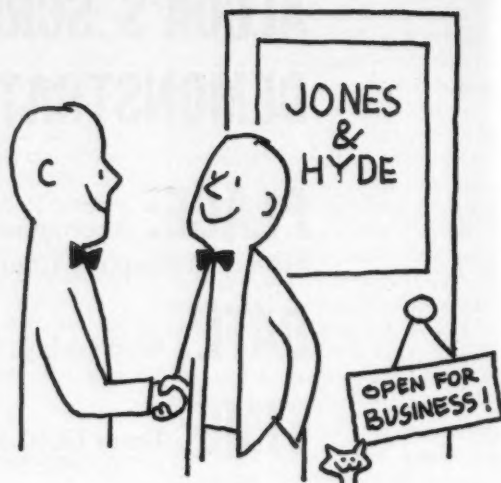
DESIGN FREEDOM STARTS WITH ALCOA ALUMINUM


"ALCOA THEATRE"
Exciting Adventure
Alternate Monday Evenings



1.

The money-making partnership of Johnson, Jones & Hyde
Went on the rocks one gloomy night when Mr. Johnson died.
Poor Widow Johnson's business sense? It wasn't even funny.
The firm had hoped to buy her out but lacked the needed money.



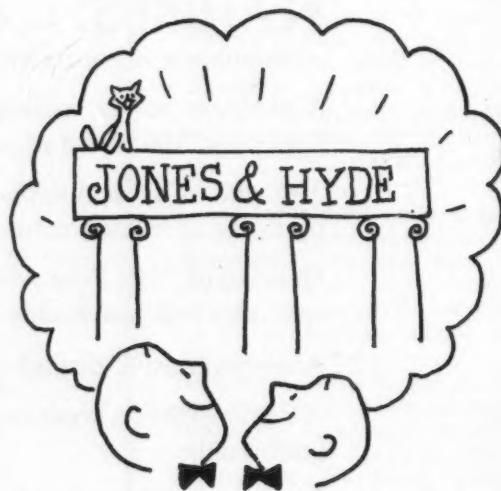
2.

Soon bankrupt, plucky Jones and Hyde decided to start over.
But first a Travelers man explained the way to *stay* in clover:
"Our Partnership Insurance gives your firm the cash that buys
A partner's share, priced fair and square, if either party dies.



3.

"This way you're sure that amateurs won't wreck your balance sheet.
An heir gets cash—no strings attached—to live on easy street.
Just sign a buy-and-sell agreement," he went on with vim.
"Get your attorney's sound advice—I'll work along with him."



4.

"We'll buy," replied both Jones & Hyde. "It's high time we insure
So even if a partner goes our business stays secure."
Like Jones & Hyde, your partnership can have this happy plan.
Get all the dope. Get on the phone and call a Travelers man.



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All forms of business and personal insurance including Life • Accident • Group • Fire • Marine • Automobile • Casualty • Bonds

Business Pattern

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

Business Index Still Declining

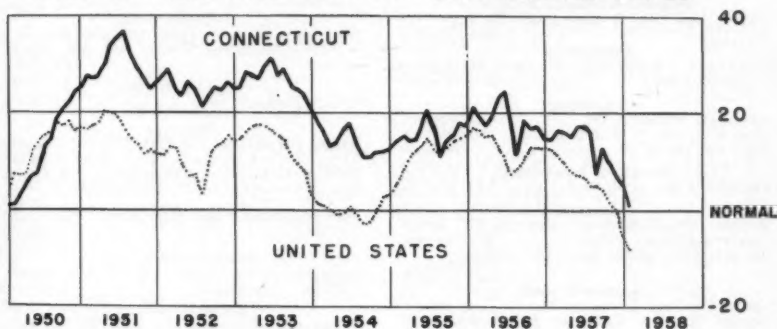
♦ THE general business decline in Connecticut continued during January. The Index of Business Activity moved down somewhat to an estimated 1% above normal. This is the lowest level since the 1949 business recession.

Manufacturing employment and manhours worked once again registered reductions and were responsible for the drop in the index. Rail tonnage and cotton mill activity steadied while construction activity showed a

slight gain over December. Nationally, the United States Index of Industrial Activity again fell sharply to an estimated 8% below the normal. This index has been in a steady decline for a full year and in recent months has been adversely affected by the pronounced drop in steel production.

Recent analyses indicate that a slowing down of the current slide may be expected in the near future.

INDEX OF INDUSTRIAL ACTIVITY—CONN. vs. UNITED STATES



Employment and Unemployment

The State Labor Department reported that non-farm workers numbered 876,000 in January, a drop of about 35,000 from December figures.

Non-manufacturing employment showed a seasonal decline and ac-

counted for 75% of the total loss. This was a reversal of a year long upward trend. Construction, retail trade and government recorded the heaviest cuts.

Manufacturing employment fell for the 4th consecutive month and reached the lowest level since July 1954. Machinery, electrical products, and transportation equipment industries were hardest hit.

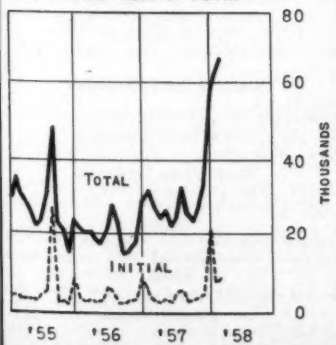
Total unemployment claims of covered workers in Connecticut were up slightly in the last full week of February to 67,000. Initial claims, which indicate new layoffs, registered a small rise to 8,400 in the same period.

Nationally, total non-farm employment fell by almost 2 million in the mid-December to mid-January period to a level of just over 57 million. Manufacturing employment registered a loss of nearly 1/2 million workers. The larger than seasonal drop was felt mainly in the durable goods industries, primarily autos, machinery and metal products.

(Continued on page 60)

CLAIMS FOR UNEMPLOYMENT BENEFITS IN CONN.

LAST FULL WEEK OF MONTH



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EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Listing rates (12-time insertions only): \$6.00 for single listing. When several listings are ordered for insertion at the same time following multiple rates apply: \$10 for two and \$2.00 each beginning with the third.

(Advertisement)

| | | | | | |
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| Accounting Forms | | Aluminum Castings | | Balls | |
| Baker-Goodyear Co The | Branford | Eastern Malleable Iron Company The | Naugatuck | Abbott Ball Co The (steel bearing and burnish- ing) | Hartford |
| Accounting Machines | | Newton-New Haven Co 688 Third | Avenue | Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) | Hartford |
| Underwood Corporation | Bridgeport | Charles Parker Company The | Meriden | Kilian Steel Ball Corp The | Hartford |
| Adding Machines | | Aluminum Die Castings | | Pioneer Steel Ball Company Inc (steel for bearings, burnishing, graining; also brass, bronze and stainless) | Unionville |
| Underwood Corporation | Bridgeport | Mt Vernon Die Casting Corporation Stamford | | Superior Steel Ball Co Inc (steel bearings & burnishing material) | New Britain |
| Adhesives | | Stewart Die Casting Div. Stewart-Warner Corp. | Bridgeport | Banbury Mixers | |
| Polymer Industries Inc | Springdale | Aluminum Extrusions | | Farrel-Birmingham Company Inc | Ansonia |
| Raybestos Division Raybestos-Manhattan Inc | Bridgeport | Bridgeport Brass Company | Bridgeport | Barrels | |
| Advertising Mats | | Aluminum Forgings | | Abbott Ball Co The (burnishing and tumbling) | Hartford |
| Lockwood Sons Inc Wm H | Hartford | Bridgeport Brass Company | Bridgeport | Eabec Barrel Finishing Corp (burnishing & tumbling) | Byram |
| Advertising Plates | | Consolidated Industries Inc | West Cheshire | Hartford-Steel Ball Co The (tumbling) | Hartford |
| Lockwood Sons Inc Wm H | Hartford | Scovill Manufacturing Company | Waterbury 91 | Baskets—Wire | |
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| H C Cook Co The 32 Beaver St | Ansonia | Lapides Metals Corp | New Haven | Bathroom Accessories | |
| Aerosol Products | | Aluminum Sand Castings | | Charles Parker Co The | Meriden |
| Bridgeport Brass Company | Bridgeport | Bridgeport Deoxidized Bronze Corp | Bridgeport | Batteries | |
| Air Compressors | | Aluminum—Sheet and Rod | | Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others) | New Haven |
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| Air-Conditioning | | Aluminum—Sheets & Coils | | Sperry Products Inc | Danbury |
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| Wiremold Co The (Retractable) | Hartford | Arms and Ammunition Div Olin Mathieson Chemical Corp | New Haven | Fafnir Bearing Co (ball) | New Britain |
| Air Heaters—Direct Fired | | Anodizing | | Marlin-Rockwell Corporation | Plainville |
| Peabody Engineering Corporation | Stamford | Aluminum Finishing Co. | Bridgeport | New Departure Div of General Motors (ball) | Bristol |
| Air Impellers | | Comco Inc Div of Enthone Inc | New Haven | Norma-Hoffman Bearings Corp (ball and roller) | Stamford |
| The Torrington Manufacturing Co | Torrington | Leed Co The H A | Hamden | Bellows Assemblies | |
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| Sikorsky Aircraft Division United Aircraft Corporation (helicopters) | Bridgeport | Comco Inc Div of Enthone Inc | New Haven | Bellows—Metallic | |
| Aircraft Accessories | | Asbestos | | Bridgeport Thermostat Div | Robertshaw— Milford |
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| Fenn Mfg Co The (Hardened and Ground Gears assemblies) | Newington | Tsingris Die Cutting Corp. (die cutting) | Waterbury | Bevin Brothers Mfg Co The | East Hampton |
| Gabb Special Products Inc (filler caps—pres- sure fuel servicing systems) | Windsor Locks | Asarcon Bronze | | N N Hill Brass Co The | East Hampton |
| Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) | Windsor Locks | Derby Castings Company, The | Seymour | Belt Fasteners | |
| Manning Maxwell & Moore Inc (aircraft pres- sure switches and jet engine afterburner control systems) | Danbury | Knapp Foundry Company Inc (bushing & bearing stock) | Guilford | Saling Manufacturing Company (patented self- aligning) | Unionville |
| Aircraft Engine Timing Tools | | Assemblies—Small | | Belting | |
| Gabb Special Products Inc | Windsor Locks | Barnes Co The Wallace Div Associated Spring Corp | Bristol | Hartford Belting Co | Hartford |
| Aircraft Engines | | Greist Manufacturing Co The | New Haven | Russell Mfg Co The | Middletown |
| Lycoming Division Avco Manufacturing Corp | Stratford | Humason Mfg Co The | Forestville | Belts | |
| Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) | East Hartford | J H Sessions & Son | Bristol | Russell Mfg Co The (airplane safety, air cargo, endless) | Middletown |
| Aircraft Fasteners | | Automatic Buffing & Polishing Machines | | Russell Mfg Co The (transmission and conveyor, woven stitched canvas and rubber) | Middletown |
| Bland Burner Co The Thread Products Div | Hartford | Harper Buffing Machine Company The | East Hampton | Bends—Pipe or Tube | |
| Scovill Manufacturing Company (PANELOC Aircraft Fasteners) | Waterbury | Auto Cable Housing | | National Pipe Bending Co The | 160 River St New Haven |
| Aircraft Instruments | | Wiremold Company The | Hartford | Bicycle Coaster Brakes | |
| Gorn Electric Company Inc | Stamford | Automatic Control Instruments | | New Departure Div General Motors Corp | Bristol |
| Aircraft—Repair & Overhaul | | Bristol Co The (temperature, pressure, flow, humidity, time) | Waterbury | Bicycle Sundries | |
| Airport Department Pratt & Whitney Aircraft Division | Rentschler Field East Hartford | Automobile Accessories | | New Departure Div General Motors Corp | Bristol |
| Aircraft Studs & Bolts | | Kilbourn-Sauer Company (lights and other ac- cessories) | Fairfield | Blackening Salts for Metals | |
| Britton Mfg Co Inc | Hartford | Automotive Bodies | | Enthone Inc | New Haven |
| Aircraft Test Equipment | | Metropolitan Body Company | Bridgeport | Mitchell-Bradford Chemical Co | Bridgeport |
| United Manufacturing Co Division of The W L Maxson Corp | Hamden | Automotive Parts | | Black Oxide Finishing | |
| Alumilite Aluminum Sheets | | Bridgeport Thermostat Div Robertshaw— Fulton Controls Co (automobile thermo- stats) | Milford | Black Oxide Inc | New Britain |
| Leed Co The H A | Hamden | Eis Manufacturing Co (Hydraulic and Me- chanical) | Middletown | Black Oxide Treatment | |
| Aluminum Bronze Castings | | Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscel- laneous Rubber) | Bridgeport | Bennett Metal Treating Co The | Elmwood |
| Knapp Foundry Company Inc | Guilford | Tsingris Die Cutting Corp. (die cutting) | Waterbury | 1045 New Britain Ave | |
| Automotive & Service Station Equipment | | Automotive & Service Station Equipment | | Blades | |
| Scovill Manufacturing Company (Canned Oil Dispensers) | Waterbury 91 | Scovill Manufacturing Company | Waterbury 91 | Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) | Hartford |
| Automotive Tools | | Bag—Paper | | Blocks | |
| Eis Manufacturing Company | Middletown | Continental Can Co Paper Container Div | Kensington | Howard Company (cupola fire clay) | New Haven |
| Bakelite Moldings | | Blower Fans | | Colonial Blower Company | Plainville |
| Watertown Mfg Co The | Watertown | Spencer Turbine Co The | Hartford | Spencer Turbine Co The | Hartford (Advt.) |

IT'S MADE IN CONNECTICUT

| | | | | | |
|---|-----------------------------------|---|-----------------------|---|--------------------------|
| Blower Systems | | Brass, Bronze, Aluminum Castings | | Cabinet Work | |
| Colonial Blower Company | Plainville | Derby Castings Company, The | Seymour | Hartford Builders Finish Co | Hartford |
| Ripley Co | Middletown | Charles Parker Company The | Meriden | Cable-Asbestos Insulated | |
| Blower Wheels | | Victors Brass Foundry Inc | Guilford | Rockbestos Products Corp | New Haven |
| Torrington Manufacturing Company | The Torrington | Brass Goods | | Cable-Interlocked Armor | |
| Blueprints and Photostats | | American Brass Company The | Waterbury | General Electric Company | Bridgeport |
| Joseph Merritt & Co | Hartford | Plume & Atwood Mfg Co The (to order) | Waterbury | Cable-Nonmetallic Sheathed | |
| Boilers | | Rostand Mfg Co The (Ecclesiastical Brass Wares) | Milford | General Electric Company | Bridgeport |
| Bigelow Co The | New Haven | Scovill Manufacturing Company (to order) | Waterbury 91 | Cable-Service Entrance | |
| Bolts and Nuts | | Western Brass Mills Div Olin Mathieson Chemical Corp | New Haven | General Electric Company | Bridgeport |
| Clark Brothers Bolt Co | Milldale | Brass Mill Products | | Cages | |
| Boring Tools | | American Brass Company The | Waterbury | Andrew B Hendryx Co The (bird and animal) | New Haven |
| Atrax Company The (solid carbide) | Newington | Bridgeport Brass Co | Bridgeport | Cams | |
| Box Board | | Chase Brass & Copper Co | Waterbury | American Cam Company Inc | Hartford |
| Bird & Son Inc | New Britain | Plume & Atwood Mfg Co The | Thomaston | Hartford Special Machinery Co The | Hartford |
| Continental Can Co., Boxboard and Folding Carton Division | Montville | Scovill Manufacturing Company | Waterbury 91 | Rowbottom Machine Company Inc | Waterbury |
| Federal Paper Board Co Inc | Montville, New Haven & Versailles | Western Brass Mills Div Olin Mathieson Chemical Corp | New Haven | Cams, 2 Dimensional | |
| Lydall & Foulds Paper Co The | Manchester | Breathing Equipment | | Mallory Industries, Inc. | West Hartford |
| Robertson Paper Box Co | Montville | Cycle-Flo Company The | Milford | Parker-Hartford Corporation | Hartford |
| Boxes | | Brick-Building | | Cams, 3 Dimensional | |
| Bird & Son Inc (corrugated, solid fibre, cleated containers) | New Britain | Donnelly Brick Co The | New Britain | Mallory Industries, Inc. | West Hartford |
| Connecticut Container Corporation | New Haven | Bricks-Fire | | Parker-Hartford Corporation | Hartford |
| Continental Can Co., Fibre Drum and Corrugated Box Division | Portland | Howard Company | New Haven | Canvas Products | |
| Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) | Durham | Mullite Works Refractories Div | H K Porter Shelton | F B Skiff Inc | Hartford |
| Middletown Mfg Co (metal) | Middletown | Co Inc | | Capacitors | |
| Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) | Bridgeport | Bright Wire Goods | | Electro Motive Mfg Co Inc The (mica & trimmer) | Willimantic |
| Boxes and Crates | | Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks) | New Haven | Carbide Drawing Dies | |
| City Lumber Co of Bridgeport Inc | The Bridgeport | Broaching | | State Products Co (eyelet special shape dies) | Oakville |
| Boxes-Folding | | Hartford Special Machinery Co The | Hartford | Carbide Shape Dies | |
| Leshine Carton Co | Branford | Bronze & Aluminum Castings | | Thomaston Tool & Die Co (any form) | Thomaston |
| Boxes-Metal | | Charles Parker Co | Meriden | Carbide Tools | |
| Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) | Durham | Knapp Foundry Company Inc (rough or machined) | Guilford | Atrax Company The (solid) | Newington |
| Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) | Waterbury | Bronze Sand Castings | | Precision Tool & Die Co | Waterbury |
| Boxes-Paper-Folding | | Bridgeport Deoxidized Bronze Corp | Bridgeport | Carbon Pile Type Resistors | |
| Atlantic Carton Corp | Norwich | Brooms-Brushes | | Engineered Metals | Manchester |
| Bridgeport Paper Box Co | Bridgeport | Fuller Brush Co The | Hartford | Card Clothing | |
| Carpenter-Hayes Paper Box Co Inc | East Hampton | Buckles | | Standard Card Clothing Co The (for textile mills) | Stafford Springs |
| Continental Can Co., Boxboard and Folding Carton Division | Montville | B Schwanda & Sons | Staffordville | Card Indexes | |
| Curtis & Sons Inc S | Sandy Hook | Hawie Mfg Co The | Bridgeport | Wassell Organization Inc | Westport |
| Folding Cartons Incorporated (paper, folding) | Versailles | North & Judd Manufacturing Co | New Britain | Carpenter's Tools | |
| H J Mills Inc | Bristol | Patent Button Co The | Waterbury | Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) | New Haven |
| National Folding Box Co Div Federal Paper Board Co Inc (paper folding) | New Haven and Versailles | Risdon Manufacturing Co John M | Russell Div Naugatuck | Carpet | |
| Robertson Paper Box Co | Montville | Buffing & Polishing Compositions | | B F Goodrich Sponge Products Division | Shelton |
| Warner Bros Co The | Bridgeport | Apothecaries Hall Company Division | Waterbury | Carpet Cushion | |
| Boxes-Paper-Setup | | The Hubbard Hall Chemical Company | Waterbury | B F Goodrich Sponge Products Division | Shelton |
| Bridgeport Paper Box Co | Bridgeport | Lea Mfg Co | Waterbury | Carpets and Rugs | |
| Heminway Corporation The | Waterbury | Building Materials | | Bigelow-Sanford Carpet Co | Thompsonville |
| H J Mills Inc | Bristol | City Lumber Co of Bridgeport Inc | Bridgeport | Carton Closure Equipment | |
| Strouse Adler Company The | New Haven | Burners | | Better Packages Inc ("Tape-O-Matic," "Better Pack") | Shelton |
| Warner Bros Co The | Bridgeport | Plume & Atwood Mfg Co The (kerosene oil lighting) | Thomaston | Casters | |
| Braid-Elastic & Non-elastic | | Burners-Automatic | | Bassick Company The (Industrial and General) | Bridgeport |
| Essex Mills Inc | Essex | Peabody Engineering Corporation | Stamford | Casters-Industrial | |
| Brake Cables | | Burners-Coal and Oil | | George P Clark Co | Windsor Locks |
| Eis Manufacturing Co | Middletown | Peabody Engineering Corporation (Combined) | Stamford | Castings | |
| Brake Linings | | Peabody Engineering Corporation (Blast Furnace) | Stamford | Connecticut Foundry Co (grey iron) | Rocky Hill |
| Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial) | Bridgeport | Burners-Gas | | Connecticut Malleable Castings Co (malleable iron castings) | New Haven |
| Russell Mfg Co The (all types) | Middletown | Peabody Engineering Corporation (Combined) | Stamford | Charles Parker Company The (brass, bronze, aluminum) | Meriden |
| Brake Service Parts | | Burners-Refinery | | Ductile Iron Foundry Inc | Stratford |
| Eis Manufacturing Co | Middletown | Peabody Engineering Corporation (For Gas and Oil) | Stamford | Eastern Malleable Iron Company The (malleable iron, metal and alloy) | Naugatuck |
| Brass & Bronze | | Burnishing | | Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel) | Ansonia |
| American Brass Co The (sheet, wire, rods, tubes) | Waterbury | Abbott Ball Co The (Burnishing Barrels and Burnishing Media) | Hartford | Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings) | Hartford |
| Bridgeport Rolling Mills Company (coil, sheet, strip) | Bridgeport | Pioneer Steel Ball Company Inc (balls, cones, other metallic shapes) | Unionville | Plainville Casting Company (gray, alloy and high tensile irons) | Plainville |
| Bridgeport Brass Company (sheet, rod, wire and tubing) | Bridgeport | Burs | | Malleable Iron Fittings Co (malleable iron and steel) | Branford |
| Bristol Brass Corp The (sheet, wire, rods) | Bristol | Atrax Company The (carbide) | Newington | McLagon Foundry Co (grey iron) | New Haven |
| Chase Brass & Copper Co | Waterbury | Pratt & Whitney Co Inc | West Hartford | Newton-New Haven Co (zinc and aluminum) | 688 Third Ave West Haven |
| Miller Company The (phosphor bronze and brass in sheets, strips, rolls) | Meriden | Busways | | Nutmeg Crucible Steel Co (steel) | Branford |
| Plume & Atwood Mfg Co The (sheet, wire, rod) | Thomaston | Distribution Assemblies Department | General Plainville | Products Machine Company The | Bridgeport |
| Scovill Manufacturing Company | Waterbury 91 | Buttons | | Sako Aluminum Castings Inc | Fairfield |
| Seymour Mfg Co The (strip, sheet & wire) | Seymour | B Schwanda & Sons | Staffordville | Scovill Manufacturing Company (Brass & Bronze) | Waterbury 91 |
| Tinsheet Metals Co The (sheets and rolls) | Waterbury | Frank Parizek Manufacturing Co The | Putnam | Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) | Torrington |
| Western Brass Mills Division of Olin Industries Inc (sheet, strip) | New Haven | Patent Button Co The | Waterbury | Union Mfg Co (grey iron & semi steel) | New Britain |
| Brass & Bronze Ingot Metal | | Scovill Manufacturing Company (Uniform and Tack Fasteners) | Waterbury 91 | Waterbury Foundry Company The (highway & sash weights) | Waterbury |
| Mitchell Smelting & Refining Co Inc | Botsford | Waterbury Companies Inc (Uniform and Fancy Dress) | Waterbury | Wilcox Crittenden & Co Inc (gray iron and brass) | Middletown (Advt.) |
| Plume & Atwood Mfg Co The | Thomaston | Cabinets | | | |
| Whipple and Choate Company The | Bridgeport | Charles Parker Co The (medicine) | Meriden | | |

I T ' S M A D E I N C O N N E C T I C U T

| | |
|--|--------------------------|
| Castings—Investment | |
| Arwood Precision Casting Corp | Groton |
| Cements—Refractory | |
| Mullite Works Refractories Div H K Porter Co Inc | Shelton |
| Centerless Grinding | |
| Winsted Centerless Co | Winsted |
| Centers | |
| Ready Tool Co The (anti friction, carbide tipped, high speed) | Stratford |
| Chain | |
| Risdon Manufacturing Co John M Russel Div | Naugatuck |
| Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable) | Torrington |
| Chain—Bead | |
| Auto-Swage Products Inc | Shelton |
| Bead Chain Mfg Co The | Bridgeport |
| Chain—Power Transmission and Conveying | |
| Whitney Chain Company | Hartford |
| Chairs | |
| The Hitchcock Chair Company | Riverton |
| Chemical Analysis | |
| State Testing Laboratory | Bridgeport |
| Chemical Manufacturing | |
| Carwin Company The | North Haven |
| Chemicals | |
| Apothecaries Hall Company Division | |
| The Hubbard Hall Chemical Company | |
| Carwin Company The | North Haven |
| Macalaster Bicknell Company | New Haven |
| MacDermid Incorporated | Waterbury |
| Naugatuck Chemical Division | United States |
| Rubber Co | Naugatuck |
| New England Lime Company | Canaan |
| Pfizer & Co Inc Chas | Groton |
| United States Chemical Corp (maintenance and powdered hand soap, floor waxes, cleaners, disinfectants, fuel additives) | New Haven |
| Chemicals—Agriculture | |
| Naugatuck Chemical Division United States Rubber Co (insecticides, fungicides, weed killers) | Naugatuck |
| Christmas Light Clips | |
| Foursome Manufacturing Co | Bristol |
| Chromium Plating | |
| Chromium Corp of America | Waterbury |
| Chromium Process Company The | Shelton |
| City Plating Works Inc | Bridgeport |
| Chucks | |
| Cushman Chuck Co The | Hartford |
| Jacobs Manufacturing Co The | West Hartford |
| Union Manufacturing Company | New Britain |
| Chucks—Drill | |
| Jacobs Manufacturing Co The | West Hartford |
| Chucks & Face Plate Jaws | |
| Cushman Chuck Co The | Hartford |
| Union Mfg Co | New Britain |
| Chucks—Power Operated | |
| Cushman Chuck Co The | Hartford |
| Union Manufacturing Company | New Britain |
| Circuit Breakers | |
| Circuit Protective Devices Dept., | General Electric Co. |
| | Plainville |
| Circulating Pumps | |
| Corley Co Inc The | Plainville |
| Clay | |
| Howard Company (Fire Howard "B" and High Temperature Dry) | New Haven |
| Cleaning Compounds | |
| Enthone Inc (Industrial) | New Haven |
| Cleansing Compounds | |
| MacDermid Incorporated | Waterbury |
| Clock Mechanisms | |
| Lux Clock Mfg Co The | Waterbury |
| Clocks | |
| E Ingraham Co The | Bristol |
| Seth Thomas Clocks | Thomaston |
| United States Time Corporation The | Waterbury |
| Clocks—Alarm | |
| Lux Clock Mfg Co The | Waterbury |
| Clocks—Automatic Cooking | |
| Lux Clock Mfg Co The | Waterbury |
| Clutches | |
| Snow-Nabstedt Gear Corp The | New Haven |
| Clutch Facings | |
| Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic) | Bridgeport |
| Russell Mfg Co The (all types) | Middletown |
| Coatings | |
| Bischoff Chemical Corporation (Peelable Plastic Coatings) | Ivoryton |
| Coll Winding Machines | |
| Boesch Mfg Co Inc | Danbury |
| Coils—Electric | |
| Bittermann Electric Company | Canaan |
| Coils—Pipe or Tube | |
| National Pipe Bending Co The | |
| Whitlock Manufacturing Co The | Hartford |
| Cold Molded Electrical Insulation | |
| Meriden Molded Plastics | Meriden |
| Commercial Heat Treating | |
| A F Holden Company The | |
| 52 Richard St West Haven | |
| Commercial Truck Bodies | |
| Metropolitan Body Company | Bridgeport |
| Compacts | |
| Scovill Manufacturing Company (powder and rouge) | Waterbury |
| Comparators | |
| Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit) | West Hartford |
| Compressors | |
| Norwalk Company Inc (high pressure air and gas) | South Norwalk |
| Computers | |
| Newton Co The (electronic) | Manchester |
| Reflectone Corporation The | Stamford |
| Concrete Products | |
| Plastricrete Corp | Hamden |
| Condenser and Heat Exchanger Tubes | |
| Bridgeport Brass Company | Bridgeport |
| Scovill Manufacturing Company | Waterbury |
| Cones | |
| Sonoco Products Co (Climax-Lowell Div) | |
| (Paper) | Mystic |
| Connector | |
| Gorn Electric Co Inc (precision miniature electrical and printed circuit) | Stamford |
| Consulting Engineers | |
| McNeal J D (Electrical and Electronic) | New Haven |
| Standish Associates Inc | Fairfield |
| Stanley P Rockwell Co Inc The (Consulting) | |
| 296 Homestead Ave | Hartford |
| Continuous Mill Gages | |
| Pratt & Whitney Co Inc | West Hartford |
| Contract Machining | |
| Laurel Mfg Co Inc (Precision Production Small Parts) | Plainville |
| Malleable Iron Fittings Company | Branford |
| Charles Parker Co | Meriden |
| Contract Manufacturers | |
| Fenn Mfg Co The (Precision Machine Work) | Newington |
| Greist Mfg Co The (metal parts and assemblies) | New Haven |
| 503 Blake St | |
| Merriam Mfg Co (production runs—metal boxes and containers to specifications) | Durham |
| Charles Parker Co (sheet metal fabricators) | Meriden |
| Plume & Atwood Mfg Co The (metal parts and assemblies) | Thomaston |
| Scovill Manufacturing Company (metal parts and assemblies) | Waterbury |
| J H Sessions & Son | Bristol |
| Controllers | |
| Bristol Company The | Waterbury |
| Manning Maxwell & Moore Inc | Stratford |
| Controls—Remote | |
| Panish Controls (Remote Controls for Marine & Aeronautic Applications) | Bridgeport |
| Controls Remote, Hydraulic | |
| Sperry Products Inc | Danbury |
| Converters DC to AC | |
| Electric Specialty Co | Stamford |
| Conveyor Systems | |
| Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor) | Unionville |
| Leeds Conveyor Mfg Co The | East Haven |
| Production Equipment Co | Meriden |
| Copper | |
| American Brass Corp The (sheet, wire, rods, tubes) | Waterbury |
| Bridgeport Brass Company (sheet, rod, wire and tubing) | Bridgeport |
| Bristol Brass Corp The (steel) | Bristol |
| Chase Brass & Copper Co (sheet, rod, wire tube) | Waterbury |
| Thinsheet Metals Co The (sheets and rolls) | Waterbury |
| Western Brass Mills Div Olin Mathieson Chemical Corp | New Haven |
| Copper Castings | |
| Knapp Foundry Company Inc | Guilford |
| Copper Sand Castings | |
| Bridgeport Deoxidized Bronze Corp | Bridgeport |
| Copper Sheets | |
| American Brass Company The | Waterbury |
| New Haven Copper Co The | Seymour |
| Copper Shingles | |
| New Haven Copper Co The | Seymour |
| Copperware | |
| Bridgeport Brass Company (cooking utensils) | Bridgeport |
| Copper Water Tube | |
| American Brass Company The | Waterbury |
| Bridgeport Brass Co | Bridgeport |
| Cord | |
| Russell Mfg Co The (marine & aero shock) | Middletown |
| Cords—Asbestos Insulated | |
| General Electric Company | Bridgeport |
| Cords—Braided | |
| General Electric Company | Bridgeport |
| Cords—Heater | |
| Essex Mills Inc | Essex |
| General Electric Company | Bridgeport |
| Cords—Portable | |
| General Electric Company | Bridgeport |
| Cord Sets—Electric | |
| General Electric Company | Bridgeport |
| Seeger-Williams Inc | Bridgeport |
| Cork Cots | |
| Sonoco Products Co (Climax-Lowell Div) | Mystic |
| Correspondence Files | |
| Wassell Organization Inc | Westport |
| Corrugated Box Manufacturers | |
| Connecticut Container Corporation | New Haven |
| Corrugated Containers Inc | Hartford |
| Corugated Shipping Cases | |
| Connecticut Container Corporation | New Haven |
| Continental Can Co., Fibre Drum and Corrugated Box Division | Portland |
| D L & D Container Corp | 87 Shelton Ave New Haven |
| Cosmetic Containers | |
| Eyelet Specialty Co The | Waterbury |
| Plume & Atwood Mfg Co The (metal) | Thomaston |
| Scovill Manufacturing Company | Waterbury |
| Cosmetics | |
| J B Williams Co The | Glastonbury |
| Cotton and Asbestos Wicking | |
| Bland Burner Co The | Hartford |
| Counting Devices | |
| Veeder-Root Inc | Hartford |
| Couplings | |
| Scovill Manufacturing Company (hose and tube) | Waterbury |
| Crushers | |
| Farrel-Birmingham Company Inc (Stone and Ore) | (Stone and Ansonia) |
| Cups—Paper | |
| Continental Can Co Paper Container Div | Kensington |
| Cushioning for Packaging | |
| B F Goodrich Sponge Products Division | Shelton |
| Gilman Brothers Co The | Gilman |
| Cut Stone | |
| Dextone Company | New Haven |
| Cutters | |
| Atrax Company The (solid carbide) | Newington |
| Barnes Tool Company The (pipe cutters, hand) | New Haven |
| Mitrametric Co The (ground pinion) | Torrington |
| Pratt & Whitney Co Inc (Milling Cutters all types) | West Hartford |
| Cutting & Creasing Rule | |
| Bartholomew Co H J | Bristol |
| Decalcomanias | |
| Sirocco Screenprints | New Haven |
| Deep Hole Drilling & Reaming | |
| Hamden Deep Hole Drilling Co | Hamden |
| Wilson Arms Co The | Hartford (Advt.) |

IT'S MADE IN CONNECTICUT

Deep Drawings
Stanley Pressed Metal New Britain

Delayed Action Mechanism
M H Rhodes Inc Hartford
R W Cramer Company Inc The Centerbrook

Demineralizers
Crystal Research Laboratories Hartford

Design
Designers for Business and Industry (appearance-product) New Haven

Design & Drafting Service
Smith & Winchester Mfg Co The South Windham

Diamonds—Industrial
Diamond Tool and Die Works Hartford

Dictating Machines
Dictaphone Corporation Bridgeport
Gray Manufacturing Company The Hartford
SoundScriber Corporation The New Haven

Die Cast Dies
C & F Tool & Die Corp Bridgeport

Die Castings
Newton-New Haven Co Inc New Haven

Die Casting Dies
ABA Tool & Die Co Manchester
Eastern Machine Screw Corp The Truman &
Barclay Sta New Haven
Weimann Bros Mfg Co The Derby

Die Heads—Self Opening
Eastern Machine Screw Corp The New Haven
Geometric Tool Division, Greenfield Tap & Die Corp New Haven

Die Polishing Machinery
Hartford Special Machinery Co The Hartford

Die Sets
Pratt & Whitney Co Inc (Precision) West Hartford
Producto Machine Company The Bridgeport
Union Mfg Co (precision, steel and semi-steel) New Britain

Die Sinks
Pratt & Whitney Co Inc West Hartford

Dies
Allstate Steel Rule Die Mfrs. (steel rule, cutting & blanking) Waterbury
Hogsgon & Pettis Mfg Co The 141 Brewery St New Haven
Mitrametric Co The (ground for gears) Torrington
Pratt & Whitney Co Inc (Monocone and Ducone Dies) West Hartford

Dies & Die Cutting
Allstate Steel Rule Die Mfrs. (cutting, creasing, perforating, steel rule) Waterbury
Douglas Co Geo M New Haven
Tsingris Die Cutting Corp. (customers' material or printed matter) Waterbury

Display Containers
National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard) New Haven and Versailles

Displays—Design & Production
Ad-Craft Displays, Inc. Bloomfield
Stifel & Kufita New Britain

Displays—Metal
Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham
Merriam Mfg Co (Contract Work to Individual Specifications) Durham
Parsons Co Inc W A (custom designed)

Distribution Centers
Distribution Assemblies Department, General Electric Co Plainville

Door Closers
Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Doors
Bilco Co The (metal, residential and commercial) West Haven

Dowel Pins
Allen Manufacturing Co The Hartford
Holo-Krome Screw Corp The West Hartford

Drafting Accessories
Joseph Merritt & Co Hartford

Draft Inductors
Corley Co Inc The Plainville

Drill Presses
Townsend Mfg Co The H P Elmwood

Drilling Machines
Howe & Fant Inc (Turret Type) East Norwalk
Pratt & Whitney Co Inc (Deep Hole) West Hartford

Drilling and Tapping Machinery
Hartford Special Machinery Co The Hartford

Drop Forgings
Atwater Mfg Co Plantsville
Billings & Spencer Co The Hartford
Consolidated Industries West Cheshire
Wilcox Crittenden & Co Inc Middletown

Druggists' Rubber Sundries
Seamless Rubber Company The New Haven

Duplicating Machines—Automatic
Pratt & Whitney Co Inc West Hartford

Duplicator Tables
Regent Machine Co Bridgeport

Elastic Narrow Fabric
Essex Mills Inc Essex

Electric Cables
General Electric Company (for residential, commercial and industrial applications) Bridgeport
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Cord Springs
Bristol Spring Manufacturing Co Plainville

Electric Cords
General Electric Company Bridgeport
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Eye Control
Ripley Company Inc Middletown

Electric Fixture Wire
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted

Electric Heating Elements
Hartford Element Co Hartford

Electric Ignition Harnesses
General Electric Company Bridgeport

Electric Insulation
Case Brothers Inc Manchester
Stevens Paper Mills Inc The Windsor
Tsingris Die Cutting Corp. (die cutting) Waterbury

Electric Lighting Fixtures
Fan-Craft Mfg Co (residential, church, post lanterns) Plainville
Plume & Atwood Mfg Co The Thomaston
Wasley Products Inc Plainville

Electric Motor Controls
Arrow-Hart & Hegeman Electric Co The Hartford

Electric Signs
Berger Sign Co Hartford

Electric Switches
Arrow-Hart & Hegeman Electric Co The Hartford

Electric Time Controls
Cramer Controls Corporation The Centerbrook

Electric Underfloor Duct System
General Electric Company Bridgeport

Electric Wire
General Electric Company Bridgeport
Rockbestos Products Corp (asbestos insulated) New Haven

Electric Wiring Devices
Arrow-Hart & Hegeman Electric Co The Hartford

Electrical Conduit Fittings & Grounding Specialties
Gillette-Vibber Company The New London

Electrical Control Apparatus
Plainville Electrical Products Co The Plainville

Electrical Goods
A C Gilbert Co New Haven

Electrical Motors
Electric Specialty Co Stamford
U S Electrical Motors Inc Milford

Electrical Recorders
Bristol Co The Waterbury

Electrical Relays and Controls
Allied Control Co Plantsville

Electrical Switchboards
Plainville Electrical Products Co The Plainville
Pneumatic Applications Co Simsbury

Electrical Test Equipment
McNeal J D New Haven

Electrical Wiring Systems
Wiremold Co The Hartford

Electronic Parts
Prentice Mfg Co The G E (stampings to customers' specifications) Kensington
Terryville Manufacturing Co (Stampings to customer specifications) Terryville

Electronics
Gray Manufacturing Company The Hartford
McNeal J D New Haven
Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases) Middletown
Newton Co The Manchester
Ripley Co Middletown
Sturup Larabee & Warmers Inc Middletown

Electroplating
City Plating Works Inc Bridgeport
National Sberardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Electroplating—Equipment & Supplies
Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury
Comco Inc Div of Enthone Inc New Haven
Lea Manufacturing Co The Waterbury
MacDermid Incorporated Waterbury

Electroplating Processes & Supplies
Enthone Inc New Haven

Electrotypes
Barnum-Hayward Electrotype Co Inc New Haven
Lockwood Sons Inc Wm H Hartford
New Haven Electrotype Div Electrographic Co New Haven

Elevators
Eastern Elevator Co (passenger and freight) New Haven
General Elevator Service Co Hartford

Enameling
Waterbury Plating Company Waterbury

Enamels & Lacquers
Dobbs Chemical Co The (industrial finishes to customers' specifications) New Haven

End Milling Cutters
Pratt & Whitney Co Inc West Hartford

End Mills
Atrax Company The (solid carbide) Newington

Engraving—Plastic and Nonferrous Metals
Salisbury Products Inc Lakeville

Envelopes
Curtis 1000 Inc Hartford
United States Envelope Company Hartford Division Hartford

Envelopes—Stock and Special
Continental Can Co Paper Container Div Kensington

Environmental Testing
State Testing Laboratory Bridgeport

Extractors—Tap
Walton Company The West Hartford (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Extruders and Accessories

Standard Machinery Co The (for the Wire and Cable Mfrs) Mystic

Eyelets

American Brass Company The Waterbury
Mark Eyelet & Stamping Co (small-metal stampings) Waterbury
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Thomaston
Scovill Manufacturing Company Waterbury 91
Stevens Co Inc Waterbury
Waterbury Companies Inc Waterbury
Eyelets, Ferrules and Wiring Terminals
American Brass Company The Waterbury
Waterbury Companies Inc Waterbury

Eyelet Machine Products

American Brass Company The Waterbury
Ball & Socket Mfg Co The West Cheshire
Cold Forming Mfg Co The Waterbury
Plume & Atwood Mfg Co The Thomaston
Stevens Co Inc Waterbury
Waterbury Companies Inc Waterbury

Fabricators

Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel) Waterbury

Fabrics

Russell Mfg Co The (Teflon for high temperature bearings, bakelite impregnated and aero ski surfaces) Middletown

Fan Blades

Torrington Manufacturing Company The Torrington

Fancy Dress Buttons and Buckles

Waterbury Companies Inc Waterbury

Fans—Electric

General Electric Company Bridgeport

Fasteners—Aircraft

Scovill Manufacturing Company (PANELOC Aircraft Fasteners) Waterbury

Fasteners—Laundry Proof

Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Fasteners—Slide & Snap

G E Prentice Mfg Co The Kensington
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners) Waterbury

Felt

Auburn Manufacturing Company The (mechanical, cut parts) Middletown
Drycor Felt Company (paper makers and industrial) Staffordville
Taingris Die Cutting Corp. (die cutting) Waterbury

Felt—All Purpose

American Felt Co (Mill & Cutting Plant) Waterbury
Chas W House & Sons Inc (Mills & Cutting Plant) Glenville
Taingris Die Cutting Corp. (die cutting) Unonville
Taingris Die Cutting Corp. (die cutting) Waterbury

Fenders—Boat

B F Goodrich Sponge Products Division Shelton
Fiber-glass Fabrication
Davis Co The E J West Haven
Taingris Die Cutting Corp. (mat. sales, die cutting) Waterbury

Fibre Board

Bird & Son Inc New Britain
Case Brothers Inc Manchester
Colonial Board Company Manchester
C H Norton Co The North Westchester
Stevens Paper Mills Inc The Windsor

File Cards

Standard Card Clothing Co The Stafford Springs

Filing Equipment

Wassell Organization Inc Westport

Films

Cine-Video Productions Inc Milford

Filters—Liquid

Alsop Engineering Corporation Milldale

Finger Nail Clippers

H C Cook Co The 32 Beaver St Ansonia

Firearms

Colt's Patent Fire Arms Mfg Co Inc Hartford
Junior Screw Machine Products Inc West Haven
Marlin Firearms Co The New Haven
O F Mosberg & Sons Inc New Haven
Arms and Ammunition Div Olin Mathieson Chemical Corp New Haven

Fire Alarm Systems

Fire-Lite Alarms Inc New Haven

Fire Hose

Fabrics Fire Hose (municipal and industrial) Sandy Hook

Fireplace Goods

American Windshield & Specialty Co The
881 Boston Post Road Milford
John P Smith Co The (screens) 423-33 Chapel St New Haven

Fireproof Floor Joists

Dextone Company New Haven

Fireworks

M Backes' Sons Inc Wallingford

Fishing Tackle

H C Cook The 32 Beaver St Ansonia

Flashlights

Bridgeport Metal Goods Mfg Co Bridgeport
Electrical Div Olin Mathieson Chemical Corp New Haven

Flat Springs

Bristol Spring Manufacturing Co Plainville
Gemco Manufacturing Co Inc Southington

Flexible Shaft Machines

Pratt & Whitney Co Inc West Hartford

Float Switches

Gorn Electric Co Inc (for aircraft and commercial use) Stamford

Floor & Ceiling Plates

Beaton & Cadwell Mfg Co The New Britain

Fluorescent Lighting Equipment

Fullerton Manufacturing Corp Norwalk
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford

Foam Rubber

Armstrong Rubber Company The West Haven
B F Goodrich Sponge Products Division Shelton

Forgings

Atwater Manufacturing Company Plantsville
Billings & Spencer Company Hartford
Capewell Manufacturing Company Hartford
Clark Brothers Bolt Co Middletown
Consolidated Industries Inc West Cheshire
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries

Connecticut Malleable Castings Co (malleable iron castings) New Haven
Derby Castings Company, The Seymour
Ductile Iron Foundry Inc Stratford
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia
Hartford Electric Steel Corp The Hartford
Malleable Iron Fittings Co (Malleable Iron and Steel Castings) Branford
Charles Parker Company The (brass, bronze, aluminum) Meriden
Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Producto Machine Company The Bridgeport
Smith & Winchester Mfg Co The South Windham
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy) Torrington
Union Mfg Co (gray iron & semi steel) Torrington

Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Fountain Pens and Mechanical Pencils

Waterman Pen Company Inc Seymour

Foundry Riddles

John P Smith Co The 423-33 Chapel St New Haven

Four Slide Forms

Peck Spring Co Plainville

Frames—Hack Saw

Thompson & Son Co The Henry G New Haven

Fuel Oil Pump and Heater Sets

Peabody Engineering Corporation Stamford

Gage Blocks

Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA) West Hartford

Galvanizing

Malleable Iron Fittings Co Branford

Wilcox Crittenden & Co Inc Middletown

Gaskets

Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Division of Raybestos-Manhattan Inc Bridgeport
Taingris Die Cutting Corp (from all materials) Waterbury

Gaskets—Insulation

American Felt Co Glenville
Taingris Die Cutting Corp. (thermal, acoustical, die cutting) Waterbury

Gas Range Conversion Burner

Holyoke Heater Corp of Conn Inc Hartford

Gas Scrubbers, Coolers and Absorbers

Peabody Engineering Corporation Stamford

Gauges

Bristol Co The (pressure and vacuum-recording automatic control) Waterbury
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Co Inc (Precision Measurement all types) West Hartford

Gears

Mitrametric Co The (blanked fine pitch) Torrington

Gears and Gear Cutting

Farrel-Birmingham Company Inc Ansonia
Fenn Mfg Co The Newington
Hartford Special Machinery Co The Hartford
United Gear & Machine Co Suffield

Glass Blowing

Macalaster Bicknell Company New Haven

Glass Cutters

Fletcher-Terry Co The Forestville

Gold & Silver Plating

Donham Craft Inc (on metals & plastics) Thomaston

Greeting Cards

A D Steinbach & Sons Inc New Haven

Grinding

Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

Grinding Heads—Internal

Pratt & Whitney Co Inc (Pneumatic, High Speed) West Hartford

Grinding Machines

Farrel-Birmingham Company Inc (Roll) Ansonia
Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Grommets

American Brass Company The Waterbury
Plume & Atwood Mfg Co The Waterbury

Guards for Machinery

Wheeler Co The G E New Haven

Hack and Band Saw Blades

Capewell Manufacturing Co The Hartford

Hair Hygiene Preparations

Parker Herbox Corporation Stamford

Hammers—Carpenters and Machinists

Capewell Manufacturing Company Hartford

Hand Tools

Billings and Spencer Company (wrenches sockets and shop tools) Hartford
Bridgeport Hdwe Mfg. Corp The (nail pullers, scout axes, box opening tools, towels, coping saws, putty knives) Bridgeport

Hardness Testers

Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

Hardware

Bassick Company The (Automotive) Bridgeport
City Lumber Co of Bridgeport Inc Bridgeport
Gordon Associates Derby
Harlock Products Corp New Haven
Sargent & Company New Haven
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Mfg Co The Stamford

Hardware—Marine & Bus

Rostand Mfg Co The Milford

Hardware—Trailer Cabinet

Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage

Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Mfg Co The Stamford

Hat Machinery

Doran Bros Inc Danbury

Health Surgical & Orthopedic Supports

Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

Heat Elements

Electroflex Heat Inc Hartford
Safeway Heat Elements Inc (woven wire resistance type) Middletown

Heat Exchangers

Whitlock Manufacturing Co The Hartford

Heat Treating

Bennett Metal Treating Co The Elmwood
1045 New Britain Ave Bridgeport
Commercial Metal Treating Co Bridgeport
New Britain-Griddle Machine Division New Britain
The New Britain Machine Co New Britain
New Haven Heat Treating Co, Inc New Haven
Skene Co Inc The William A (metals) Bridgeport

Stanley P Rockwell Co Inc The Hartford
296 Homestead Ave (Advt.)

IT'S MADE IN CONNECTICUT

Heat-Treating Equipment

Barnes Co The Wallace Div Associated Spring Corp
Bristol
Bauer & Company Inc Hartford
Rolock Inc (Retorts, Muffles, etc.) Fairfield
Stanley P Rockwell Co Inc The (commercial) Fairfield
296 Homestead Ave

Heat Treating Fixtures

Rolock Inc (Trays, Baskets, etc.) Fairfield
Wiretex Mfg Co Inc Bridgeport

Heat Treating Salts and Compounds

Mitchell-Bradford Chemical Co Bridgeport

Heaters—Electric

General Electric Company Bridgeport

Heating and Cooling Coils

G & O Manufacturing Co New Haven

Heating Elements

Hartford Element Co Hartford

Heavy Chemicals

Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)

Heavy Machinery

Smith & Winchester Mfg Co The South Windham

Hex-Socket Screws

Allen Manufacturing Company The Hartford
Bristol Company The Waterbury
Holo-Krome Screw Corp The West Hartford

High Frequency Alternators

Electric Specialty Co Stamford

Highway Guard Rail Hardware

Malleable Iron Fittings Co Branford

Hinges

Homer D Bronson Company Beacon Falls

Hobs and Hobbings

ABA Tool & Die Co Manchester
Pratt & Whitney Co Inc (Die and Thread milling) West Hartford

Hoists and Trolleys

Union Mfg Company New Britain

Hose Fittings

Scovill Manufacturing Company Waterbury

Hose—Flexible Metallic

American Brass Co Waterbury
American Metal Hose Branch

Hose Supporter Trimmings

Hawle Mfg Co The (So-Lo Grip Tabs) Bridgeport

Hydraulic Brake Fluids

Eis Manufacturing Co Middletown

Hypodermic Needles

Rohr Products Company Waterbury

Ice Buckets

B F Goodrich Sponge Products Division Shelton

Impregnating

American Metaseal Inc (metal, wood, etc.) Hamden

Industrial Chrome Plating

Mirror Polishing & Buffing Co Waterbury

Industrial Displays

Sansone Co S Frederick (Designers Builders and Counselors) Short Beach

Industrial Finishes

Chemical Coatings Corporation Rocky Hill

Inhalators

Cycle-Flo Company The Milford

Inks

Waterman Pen Company Inc Seymour

Insecticides

American Cyanamid Company Waterbury

Instalment Payment Books

Wassell Organization Inc Westport

Insulated Wire & Cable

General Electric Company (for residential commercial and industrial applications)

Kerite Company The Bridgeport
Seymour

Insulated Wire & Cable Machinery

Davis Electric Company Wallingford

Instruments

Bristol Company The Waterbury
Manning Maxwell & Moore Inc Stratford
Pratt & Whitney Co Inc (Precision Measuring) West Hartford

Integrators

Reflectone Corporation The Stamford

Interval Timers

Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford

Jacquard

Case Brothers Inc Manchester

Japanning

H Sessions & Son Bristol

Jig Borer

Moore Special Tool Co (Moore) Bridgeport
Pratt & Whitney Co Inc West Hartford

Jigs, Fixtures & Gages

Federal Machine & Tool Co Bristol

Jig Grinder

Moore Special Tool Co (Moore) Bridgeport

Keller Machines

Pratt & Whitney Co Inc West Hartford

Key Blanks

Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Labels

I & J Cash Inc (Woven) South Norwalk
Naugatuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck

Label Moisteners

Better Packages Inc ("Counterboy"—"Packer") Shelton

Laboratory Equipment

Eastern Industries Inc New Haven

Laboratory Supplies

Macalaster Bicknell Company New Haven

Laces

American Fabrica Company The Bridgeport
Wilcox Lace Corporation Middletown

Laces and Nettings

Wilcox Lace Corporation The Middletown

Lacquers & Synthetic Enamels

Chemical Coatings Corporation Rocky Hill
I-Sis Chemicals Inc Stamford

Ladders

A W Flint Co 196 Chapel St New Haven

Laminated Metal

Bridgeport Brass Company Bridgeport

Lamps

Plume & Atwood Mfg Co The (metal oil) Waterbury

Lampholders—Incandescent and Fluorescent

General Electric Company Bridgeport

Lamp Shades

Verplex Company The Essex

Lanterns—Battery Operated

Electrical Div Olin Mathieson Chemical Corp New Haven

Lathes—Hydra Feed

Bullard Co The (automatic tracer on multiple tool) Bridgeport

Lathes—Man-Au-Trol

Bullard Company The (single spindle-automatic) Bridgeport

Lathes—Multi-Au-Matic

Bullard Company The (vertical multi-spindle-indexing type) Bridgeport

Lathes—Toolroom and Automatic

Pratt & Whitney Co Inc West Hartford

Lathes—Vertical Turret

Bullard Company The (single spindle) Bridgeport

Lead Plating

Christie Plating Co The Groton

Leather

Norwich Leather Co Norwich
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

Leather Dog Furnishings

Andrew B Hendryx Co The New Haven
The Smith-Worthington Saddlery Co Hartford

Leather Goods Trimmings

G E Prentice Mfg Co The Kensington

Leather, Mechanical

Auburn Manufacturing Company The (packings, cubs, washers, etc) Middletown

Letterheads

Lehman Brothers Inc (designers, engravers, lithographers) New Haven

Levels—Machinist's Precision

Bullard Company The Bridgeport

Lighting Accessories—Flourescent

General Electric Company Bridgeport

Lighting Equipment

Fullerton Manufacturing Corp Norwalk
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden

Lines—Braided

Essex Mills Inc Essex

Lime

New England Lime Company Canaan

Lipstick Cases

Scovill Manufacturing Company Waterbury

Lipstick Containers

Bridgeport Metal Goods Mfg Co Bridgeport
Plume & Atwood Manufacturing Co Waterbury

Lithographers

O'Toole & Sons Inc T Stamford

Lithographing

Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford
Lehman Brothers Inc New Haven
A D Steinbach & Sons New Haven

Locks—Banks

Yale & Towne Mfg Co The Stamford

Locks—Builders

Sargent & Company New Haven
Yale & Towne Mfg Co The Stamford

Locks—Cabinet

Excelsior Hardware Co The Stamford
Yale & Towne Mfg Co The Stamford

Locks—Special Purpose

Yale & Towne Mfg Co The Stamford

Locks—Suitcase and Trimmings

Excelsior Hardware Co The Stamford

Locks—Trunk

Excelsior Hardware Co The Stamford
Yale & Towne Mfg Co The Stamford

Locks—Zipper

Excelsior Hardware Co The Stamford

Loom—Non-Metallic

Wiremold Company The Hartford

Lubricants—High Pressure

Alpha Molykote Corp The Stamford

Lubricants—Extreme Temperatures

Alpha Molykote Corp The Stamford

Lubricating System—Mist

Thompson & Son Co The Henry G New Haven

Lumber & Millwork Products

City Lumber Co of Bridgeport Inc Bridgeport

Machetes

Collins Company The Collinsville

Machine Design

Standish Associates Inc Fairfield

Machine Shop Fabrication

Smith & Winchester Mfg Co The South Windham (Advt.)

IT'S MADE IN CONNECTICUT

Machine Tool Designers

R & S Company New Britain

Machine Tools

Bullard Company The Bridgeport
Farrel-Birmingham Company Inc Ansonia
Pratt & Whitney Co Inc West Hartford
Producto Machine Company The Bridgeport

Machine Tools

Victor Machine Tool Rebuilders Inc (scrapping, fitting & aligning) Bridgeport

Machine Work

Banthin Engineering Co Bridgeport
Farrel-Birmingham Company Inc Ansonia
Fenn Manufacturing Company The (precision parts) Newington
Hartford Special Machinery Co The (contract work only) Hartford
Joma Tool Co (small assemblies & parts) Wolcott
National Sheradizing & Machine Co (job) Hartford
Parker-Hartford Corporation Hartford
Swan Tool & Machine Co The Hartford
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

Machinery

Fenn Manufacturing Company The (special) Newington
Hallden Machine Company The (mill) Thomaston
Torrington Manufacturing Co The (mill) Torrington

Machinery—Automatic

Banthin Engineering Company (new and rebuilt) Bridgeport

Machinery—Bolt and Nut

Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Cold Heading

Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery Dealers & Rebuilders

Botwinik Brothers New Haven
Y L Lucas and Son Fairfield
State Machinery Co Inc New Haven

Machinery—Extruding

Standard Machinery Co The Mystic

Machinery—Metal-Working

Fenn Mfg Co The Newington
Waterbury Farrel Foundry & Machine Co The Waterbury
Pratt & Whitney Co Inc West Hartford

Machinery—Nut

Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

Machinery—Screw and Rivet

Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Drawing

Fenn Mfg Co The Newington
Waterbury Farrel Foundry & Machine Co The Waterbury

Machinery—Wire Straightening

Mettler Machine Tool Inc New Haven

Machinery—Wire Straightening and Cutting

Mettler Machine Tool, Inc. New Haven

Machines

Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport
Patent Button Company The Waterbury

Machines Automatic

Globe Tapping Machine Co Bridgeport
A H Nilson Mach Co The (Special) Bridgeport
Standish Associates Inc Fairfield

Machines—Automatic Chucking

Bullard Company The Bridgeport
New Britain-Gridley Machine Division
The New Britain Machine Co (multiple spindle and double end) New Britain
Pratt & Whitney Co Inc (Potter & Johnson) West Hartford

Machines—Brushing

Fuller Brush Co The Hartford

Machines—Cont'n-U-Matic

Bullard Company The (verticle multi-spindle—continuous turning) Bridgeport

Machines—Draw Benches

Fenn Manufacturing Company The Newington

Machines—Forming

A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

Machines—Paper Ruling

John McAdams & Sons Inc Norwalk

Machines—Precision Boring

New Britain-Gridley Machine Division
The New Britain Machine Co New Britain

Machines—Rolling

Fenn Manufacturing Company The Newington

Machines—Slotting

Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

Machines—Spacing Table

Bullard Company The Bridgeport

Machines—Special

Fenn Mfg Co The Newington
Fuller Brush Co The Hartford

Machines—Swaging

Fenn Manufacturing Company The Newington

Machines—Thread Rolling

Hartford Special Machinery Co The Hartford
Peterson Division, Mettler Machine Tool, Inc. New Haven
Waterbury Farrel Foundry & Machine Co The Waterbury

Machines—Turks Head

Fenn Manufacturing Company The Newington

Machines—Wire Drawing

Fenn Manufacturing Company The Newington

Machining—Horizontal Boring

Tucker Machine Co North Haven

Manganese Bronze Ingot

Whipple and Choate Company Bridgeport

Manicure Instruments

W E Bassett Company The Derby

Marine Engines

Kilborn-Sauer Company (running lights and searchlights) Fairfield

Marine Equipment

Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Marine Reserve Gears

Snow-Nabstedt Gear Corp The New Haven

Marking Devices

Cooney Engraving Co Branford
Hoggson & Pettis Mfg Co The New Haven
Parker-Hartford Corporation (steel) Hartford

Marking Tools

Parker-Hartford Corporation Hartford

Materials Handling

Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor) Unionville
Parsons Co Inc W A (tote pans) Durham

Mats—Newspaper

Lockwood Sons Inc Wm II Hartford

Mattresses

Waterbury Mattress Co Waterbury

Metal Boxes

Parsons Co Inc W A (tool kits) Durham

Metal Boxes and Displays

Durham Mfg Co The (Designing & Mfg to customers' specifications) Durham
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham
Middletown Mfg Co Middletown
Charles Parker Co (sheet metal fabricators) Meriden

Metal Cleaners

Apothecaries Hall Company Division
The Hubbard Hall Chemical Company Waterbury
Enthone Inc New Haven
MacDermid Incorporated Waterbury

Metal Finishes

Enthone Inc New Haven
Mitchell-Bradford Chemical Co Bridgeport

Metal Finishing

Hartford Industrial Finishing Co Hartford
National Sheradizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Metal Formings

Master Engineering Company West Cheshire
Stanley Pressed Metal New Britain

Metal Mouldings

Leed Co The H A Hamden

Metal Novelties

H C Cook Co The 32 Beaver St Ansonia

Metal Plating—Gold & Silver

Donham Craft Inc Thomaston

Metal Products—Stampings

American Brass Company The Waterbury
Plume & Atwood Manufacturing Co Thomaston
Prentice Mfg Co The G E Kensington
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Waterbury 91
Stanley Pressed Metal New Britain

Metal Specialties

Excelsior Hardware Co The Stamford

Metal Spinning

Moseley Metal Crafts Inc West Hartford

Metal Stampings

American Brass Company The Waterbury
Better Formed Metals Inc Waterbury
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
H C Cook Co The 32 Beaver St Ansonia
Humason Mfg Co The Forestville
Joma Tool Co Wolcott
Mohawk Mfg Co (threaded) Middletown
J A Otterbein Company The (metal fabrications) Middletown
J H Sessions & Son Bristol
Patent Button Co The Waterbury
G E Prentice Mfg Co The Kensington
Plume & Atwood Mfg Co The Thomaston
Saling Manufacturing Company Unionville
Stanley Pressed Metal New Britain
Swan Tool & Machine Co The Hartford
Terryville Manufacturing Co Terryville
Verplex Company The (Contract) Essex
Waterbury Lock & Specialty Co The Milford

Meters—Gas

Sprague Meter Company Bridgeport

Meters—Parking

Rhodes Inc M H Hartford

Microfilming

American Microfilming Service Co. New Haven

Micro-Projectors

Kalart Co Inc The Plainville

Milk Bottle Carriers

John P Smith Co The 423-33 Chapel St New Haven

Mill Machinery

Torrington Manufacturing Company The Torrington

Milling Machines

Pratt & Whitney Co Inc (Keller Tracer—Controlled Milling Machines) West Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Mill Products

Scovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) Waterbury

Mill Supplies

Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Millwork

Hartford Builders Finish Co Hartford

Miniature Precision Connectors

Gorn Electric Co Stamford

Minute Minders

Lux Clock Mfg Co The Waterbury

Mirror Rosettes and Hangers

Waterbury Companies Inc Waterbury

Mixers—Liquid

Alsop Engineering Corporation Milldale

Mixing Equipment

Eastern Industries Inc New Haven
Gabb Special Products Inc Windsor Locks

Model Work

B & N Tool & Engineering Co (instruments and timing devices) Oakville

Mops

Fuller Brush Co The Hartford (Advt.)

IT'S MADE IN CONNECTICUT

Motion Picture Equipment
Kalart Co Inc The (16mm Sound and Silent Projectors, Film Splicers & Rewinders) Plainville

Motor Control Centers
Distribution Assemblies Department, General Electric Co Plainville

Motor-Generator Sets
Electric Specialty Co Stamford

Motor Overload Protectors
Sperry Products Inc Danbury

Motors-Electric Timing
Cramer Controls Corporation The Centerbrook

Motors-Synchronous
Cramer Controls Corporation The Centerbrook
Electric Specialty Co Stamford

Moulded Plastic Products
Butterfield Inc T F Naugatuck
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden

Moulds
ABA Tool & Die Co Manchester
Hoggson & Pettis Mfg Co The (steel) New Haven
114 Brewery St

Name Plates
Cooney Engraving Co Branford
Seton Name Plate Co (metal & plastic name plates and identification tags) New Haven

Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Nettings
Wilcox Lace Corp The Middletown

Newspaper Mats
Lockwood Sons Inc Wm H Hartford

Nickel Anodes
Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury

Nickel Silver
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Plume & Atwood Mfg Co The Thomaston
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip) New Haven

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
Sargent & Company New Haven
Yale & Towne Mfg Co Inc Stamford

Non-ferrous Metal Castings
Miller Company The Meriden
Charles Parker Co Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford
Wassell Organization Inc Westport

Offset Printing
Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford

Oil Burners
Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or Steam Atomizer) Stamford
Silent Glow Oil Burner Corp The Hartford

Oil Tanks
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) South Norwalk
Whitlock Manufacturing Co The Hartford

Oils-Cutting
Anderson Oil Co Inc F E Portland

Open Knife Switches and Accessories
Circuit Protective Devices Dept., General Electric Co Plainville

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

Otis Woven Awning Stripes
The Falls Company Norwich

Ovens-Electric
Bauer & Company Inc Hartford

Packaging-Engineering
Commerce Packaging Corp Stamford
National Export Corp. (Military and Commercial—equipped for domestic and export packaging, canning, crating and shipping) New Haven

Packaging & Packing
Commerce Packaging Corp Stamford
Mercer & Stewart Co The Hartford

Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet) Bridgeport
Tsingris Die Cutting Corp. (from all materials) Waterbury

Padlocks
Sargent & Company New Haven
Waterbury Lock & Specialty Co The Milford
Yale & Towne Mfg Co Inc Stamford

Pads-Office
The Baker Goodyear Company Branford

Paging Loudspeaker Systems
Thomsen's Audio Co Stamford

Paints
Tredennick Paint Manufacturing Co The Meriden

Paints and Enamels
Staminate Corp The New Haven

Panelboards-Lighting and Distribution
Distribution Assemblies Department, General Electric Co Plainville

Paneltyte
Leed Co The H A Hamden

Panta
Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
Continental Can Co., Boxboard and Folding Carton Division Montville
Federal Paper Board Co Inc Montville, New Haven & Versailles
Robertson Paper Box Co Montville

Paper Box-Partitions
American Rondo Corporation (specialty partitions) Hamden

Paper Boxes
Atlantic Carton Corp (folding) Norwich
National Folding Box Co Div Federal Paper Board Co Inc (folding) New Haven & Versailles
Mills Inc H J Bristol
Robertson Paper Box Co (folding) Montville

Paper Boxes-Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backers' Sons Inc Wallingford

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia

Paper Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell) Div Mystic

Parachute Cord
Essex Mills Inc Essex

Parallel Tubes
Sonoco Products Co (Climax-Lowell) Div Mystic

Parking Meters
Rhodes Inc M H Hartford

Parts
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished) Waterbury

Pattern-Makers
Farrel-Birmingham Company Inc Ansonia

Pattern Shop
Smith & Winchester Mfg Co The South Windham

Penlights
Bridgeport Metal Goods Mfg Co Bridgeport

Pet Furnishings
Andrew B Hendrix Co The New Haven

Phosphor Bronze
American Brass Company The Waterbury
Bridgeport Brass Company Bridgeport
Miller Company The (sheets, strips, rolls) Meriden
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury
Western Brass Mills Div Olin Mathieson Chemical Corp (sheets, strip) New Haven

Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport

Photo Engraving
Dowd Wyllie & Olson Inc Hartford
Wilcox Photo Engraving Co Inc New Haven

Photoflash Batteries
Electrical Div Olin Mathieson Chemical Corp New Haven

Photographic Equipment
Electrical Div Olin Mathieson Chemical Corp New Haven
Kalart Company Inc Plainville

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pins
CEM Company ("Spirol") Danielson

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Co (brass and copper) Bridgeport
Chase Brass & Copper Co (red brass and copper) Waterbury
Howard Co (cement well and chimney) New Haven

Pipe Fitters Hand Tools
Capewell Manufacturing Company Hartford

Pipe Fittings
Corley Co Inc Plainville
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (counter-sunk) West Hartford

Pipe Plugs-Socketed
Holo-Krome Screw Corp The West Hartford

Pistols & Revolvers
Colt's Patent Fire Arms Mfg Co Inc Hartford

Plastic Coatings
Bischoff Chemical Corporation (Peelable Plastic Coatings) Ivoryton

Plastic Bottles
Plax Corporation Bloomfield

Plastic Buttons
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury

Plastic Engraving
Salisbury Products Inc Lakeville

Plastic Extruders
Jessall Plastics, Inc. Kensington

Plastic Extruders
Jessall Plastics Inc Kensington

Plastic Fabrication
Humphrey Fabricating Corporation Unionville
Salisbury Products Inc Lakeville

Plastic Film & Sheet Materials
Gilman Brothers Co The Gilman
Plax Corporation Bloomfield

Plastic Lining Equipment
Comco Inc Div of Enthone Inc New Haven

Plastic Molders
Plastic Molding Corporation Sandy Hook

Plastic Molding
Butterfield Inc T F Naugatuck
U S Plastic Molding Corporation Wallingford

Plastic-Moulders
Conn Plastics Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The Watertown

Plastic Pipe and Fittings
Comco Inc Div of Enthone Inc New Haven

Plastic Printing Plates
Lockwood Sons Inc Wm H Hartford

Plastic Wire Coating Materials
Electronic Rubber Co Stamford

Plastics
B F Goodrich Sponge Products Division Shelton
Naugatuck Chemical Division United States Rubber Co Naugatuck (Adv.)

I T ' S M A D E I N C O N N E C T I C U T

| | | | | | |
|---|---------------------------------|---|--|--|------------------|
| Plastics Machinery | | Presses—Power | | Reduction Gears | |
| Farrel-Birmingham Company Inc | Ansonia | Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation) | | Farrel-Birmingham Company Inc | Ansonia |
| Plastics Plated—Gold & Silver | | Pressure Vessels | | Snow-Nabstedt Gear Corp The | New Haven |
| Donham Craft Inc | Thomaston | Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) | | Refractories | |
| Plastics—Moulds & Dies | | Printing | | Howard Company | New Haven |
| Crown Tool & Die Co Inc | Bridgeport | Allied Printing Services Inc | | Mullite Works Refractories Div | H K Porter |
| Plasticrete Bloc | | Printing Machinery | | Co Inc | Shelton |
| Plasticrete Corp | Hamden | Banthin Engineering Co (automatic) | | Refrigeration | |
| Platers | | Printing Plates | | Dunham-Bush Inc | West Hartford |
| Acme Chromium Plating Co | New Haven | Lockwood Sons Inc Wm H | | Regulators | |
| Christie Plating Co | Groton | Printing Rollers | | Norwalk Valve Company (for gas and air) | South Norwalk |
| City Plating Works | Bridgeport | Printing—Silk Screen | | Research & Development | |
| Patent Button Co The | Waterbury | Ad-Craft Displays, Inc. | | Raymond Engineering Laboratories | Middletown |
| Water Plating Company | Waterbury | Production Control Equipment | | (Electro-Mechanical) | |
| Chromium Process Company The | (Chromium Plating only) Shelton | Profilers | | Resistance Wire | |
| Platers' Equipment | | Projectors | | C O Jelliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum) | Southport |
| Apothecaries Hall Company | Waterbury | Propellers—Aircraft | | Kanthal Corporation The | Stamford |
| Comco Inc Div of Enthone Inc | New Haven | Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) | | Respirators | |
| Lea Manufacturing Co The | Waterbury | Protective Coatings | | American Optical Company | Safety Products |
| MacDermid Incorporated | Waterbury | Bischoff Chemical Corporation (Peelable Plastic Coatings) | | Division | Putnam |
| Platers Metal | | Publishers | | Resuscitators | |
| Plume & Atwood Mfg Co The | Thomaston | O'Toole & Sons Inc The | | Cycle-Flo Company The | Milford |
| Plating | | Pumps | | Retainers | |
| Christie Plating Co The (including lead plating) | Groton | Sumo Pumps Inc (Deep-well electro-submersible) | | Hartford Steel Ball Co The (bicycle & automotive) | Hartford |
| City Plating Works Inc | Bridgeport | Pumps—Small Industrial | | Rigid Plastic Sheet Material | |
| Superior Plating Co | Bridgeport | Punches | | Gilman Brothers Company The | Gilman |
| Tec-Plate Inc | Windsor Locks | Hoggson & Pettis Mfg Co The (ticket & cloth) | | Riveting Machines | |
| Plating on Metals & Plastics | | Putty Softeners—Electrical | | Grant Mfg & Machine Co The | Bridgeport |
| Donham Craft Inc | Thomaston | Fletcher Terry Co The | | Ripley Company Inc | Middletown |
| Plating Processes and Supplies | | Pyrometers | | H P Townsend Manufacturing Co The | Elmwood |
| Enthone Inc | New Haven | Radiation—Finned Copper | | Rivets | |
| Plumbers' Brass Goods | | Bush Manufacturing Co | | Clark Brothers Bolt Co | Milford |
| Bridgeport Brass Co | Bridgeport | Radiators—Engine Cooling | | Plume & Atwood Mfg Co The | Thomaston |
| Keeney Mfg Co The (special bends) | Newington | Radiographic Inspection | | Raybestos Div of Raybestos-Manhattan Inc The | Bridgeport |
| McGuire Mfg. Co. | Waterbury | Ratchet Offset Screw Driver | | (brass and aluminum tubular and solid copper) | Bridgeport |
| Scovill Manufacturing Company | Waterbury 48 | Chapman Co J W | | Raybestos Div of Raybestos-Manhattan Inc The | Bridgeport |
| Plumbing Specialties | | Rayon Staple Fiber | | (iron) | |
| Risdon Manufacturing Co John M | Russell Div Naugatuck | Reamers | | Rods | |
| Pole Line Hardware | | Hartford Rayon Corp The | | American Brass Company The (copper, brass, bronze) | Waterbury |
| Malleable Iron Fittings Co | Branford | Record Equipment | | Bridgeport Brass Company | Bridgeport |
| Police Equipment | | Recorders | | Bristol Brass Corp The (brass and bronze) | Bristol |
| The Smith-Worthington Saddlery Co | Hartford | Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) | | Scovill Manufacturing Company (aluminum, brass, bronze, etc.) | Waterbury |
| Polishing | | Rollers—Bituminous Paving | | Rollers | |
| Mirror Polishing & Buffing Co | Waterbury | Roller Skate Wheels | | Gabb Special Products Div E Horton & Son | Windsor Locks |
| Poly Chokes | | Roller Skates | | Roller Mills & Equipment | |
| Poly Choke Company The (a shotgun choking device) | East Hartford | Arms and Ammunition Div Olin Mathieson Chemical Corp | | Farrel-Birmingham Company Inc | Ansonia |
| Postage Meters | | Rolling Mills & Equipment | | Fenn Mfg Co The | Newington |
| Pitney Bowes Inc | Stamford | Rotary Files | | Precision Methods & Machines Inc | Waterbury |
| Potentiometers—Electronic | | Rotary Files | | Waterbury Farrel Foundry & Machine Co The | Waterbury |
| Bristol Company The | Waterbury | Rotary Files | | Rolls | |
| Precision Machine Tool Spindles | | Rotary Files | | Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) | Ansonia |
| Whitson Manufacturing Co (for milling, grinding, boring & drilling) | Farmington | Rotary Files | | Rotary Files | |
| Precision Manufacturing | | Rotary Files | | Atrax Company The (carbide) | Newington |
| Newton Co The (aircraft parts) | Manchester | Rotary Files | | Rotary Files | |
| Precision Revolving Machinery | | Rotary Files | | Atrax Company The (solid carbide) | Newington |
| Whitson Manufacturing Co | Farmington | Rotary Files | | Rubber—Cellular | |
| Precision Sheet Metal Fabrication | | Rotary Files | | B F Goodrich Sponge Products Division | Shelton |
| Milford Fabricating Co | Milford | Rotary Files | | Rubber Chemicals | |
| Precision Springs & Wire Forms | | Rotary Files | | Naugatuck Chemical Division United States Rubber Co | Naugatuck |
| Rowley Spring Co Inc The | Bristol | Rotary Files | | Stamford Rubber Supply Co The | Stamford |
| Pre-Cut Cottages | | Rotary Files | | Vulcanized Vegetable Oils) | Stamford |
| Federal Homes Corporation | Canaan | Rotary Files | | Rubberized Fabrics | |
| Pre-Engineered Homes | | Rotary Files | | Duro-Gloss Rubber Co The | New Haven |
| Federal Homes Corporation | Canaan | Rotary Files | | Rubber Footwear | |
| Premium Specialties | | Rotary Files | | Goodyear Rubber Co The | Middletown |
| Waterbury Companies Inc | Waterbury | Rotary Files | | Rubber Gloves | |
| Preservatives—Wood, Rope, Fabric | | Rotary Files | | Seamless Rubber Company The | New Haven |
| Darworth Incorporated ("Cuprinol") | Simsbury | Rotary Files | | Rubber—Handmade Specialties | |
| Pressboard | | Rotary Files | | Seamless Rubber Company The | New Haven |
| Case & Riskey Press Paper Co | Oneco | Rotary Files | | Rubber—Latex Compounds and Dispersions | |
| Press Papers | | Rotary Files | | Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) | Naugatuck (Adv.) |
| Case Brothers Inc | Manchester | Rotary Files | | Rotary Files | |
| Presses | | Rotary Files | | Rotary Files | |
| Farrel-Birmingham Company Inc (Hydraulic) | | Rotary Files | | Rotary Files | |

IT'S MADE IN CONNECTICUT

Rubber-Latex Foam
B F Goodrich Sponge Products Division Shelton

Rubber Mill Machinery
Farrel-Birmingham Company Inc Ansonia

Rubber-Molded Specialties
Airex Rubber Prod Corp Portland
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven

Rubber Products
Airex Rubber Prod Corp Portland

Rubber Printing Plates
ADS Inc Div CSW Plastic Types Inc Hartford
Lockwood Sons Inc Wm H Hartford

Rubber Products-Mechanical
American Felt Co Glenville
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown
Canfield Co The H O Bridgeport
Seamless Rubber Company The New Haven
Teisingis Die Cutting Corp (die cutting, gaskets) Waterbury

Rubber-Reclaimed
Nauagutuck Chemical Division United States Rubber Co Naugatuck

Rubbers
Nauagutuck Chemical Div U S Rubber Co (special synthetic) Naugatuck

Rubbish Burners
John P Smith Co The 423-33 Chapel St New Haven

Rust Preventives
Anderson Oil Co Inc F E Portland
Enthone Inc New Haven

Rust Removers
Enthone Inc New Haven

Saddlery
The Smith-Worthington Saddlery Co Hartford

Safety Clothing
American Optical Company Safety Products Division Putnam

Safety Fuses
Ensign-Bickford Co The (mining & detonating) Simsbury

Safety Gloves and Mittens
American Optical Company Safety Products Division Putnam

Safety Goggles
American Optical Company Safety Products Division Putnam

Safety Switches
Circuit Protective Devices Dept., General Electric Co. Plainville

Saw Blades-Hack
Capewell Mfg Co The Hartford
Thompson & Son Co The Henry G New Haven

Saw Blades-Hack & Band
Capewell Manufacturing Company Hartford

Saws, Band, Metal Cutting
Atlantic Saw Mfg Co New Haven
Capewell Manufacturing Co The Hartford
Thompson & Son Co The Henry G New Haven

Saws-Hole
Capewell Manufacturing Co The Hartford
Thompson & Son Co The Henry G New Haven

Scissors
Acme Shear Company The Bridgeport

Screen Process Printing
Stifel & Kufita (complete) New Britain

Screens
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

Screw Caps
Weimann Bros Mfg Co The (small for bottles) Derby

Screw Machines
H P Townsend Mfg Company The Elmwood

Screw Machine Products
Accurate Screw Products Inc (B & S Swiss & Davenport) Southington
Apex Tool Co Inc The Bridgeport
Auto Electric Screw Machine Co Inc Bridgeport

Consolidated Industries
Eastern Machine Screw Corp The West Cheshire
Truman & Barclay Sta New Haven

Fairchild Screw Products Inc
Franklin Screw Machine Co The (up to 1 1/2" capacity) Hartford
Garthwait Mfg Co A E (up to and incl 3/4") Waterbury

Greist Mfg Co The (up to 1 1/2" capacity) New Haven

Horberg Grinding Industries Inc (heat treated and ground type only) 19 Staples Street Bridgeport

Screw Machine Products (Cont.)
Humason Mfg Co The Forestville
Independent Screw Machine Products Hartford
(up to an incl 1 1/2" capacity)

Junior Screw Machine Products Inc
Lowe Mfg Co The West Haven
Main Screw Machine Products (davenport & automatics exclusively) Waterbury

National Automatic Products Company The
Nelson's Screw Machine Products Berlin
New Britain Machine Company The Plantsville

New Haven Screw Machine Prods Inc
(up to 1 1/2" capacity) Milford

Newton Screw Machine Products Co
Olson Brothers Company (up to 3/4" capacity) Plainville

Olson & Sons R P
Plume & Atwood Mfg Co The Plainville
Scovill Manufacturing Company Waterbury 91

United Screw Machine Co
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury

Screw Machine Tools
American Cam Company Inc (Circular Form Tools) Hartford
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls) West Hartford

Somma Tool Co (precision circular form tools) Waterbury

Screws
Allen Manufacturing Company The Hartford
American Screw Company Willimantic
Atlantic Screw Works (wood) Hartford

Bristol Company The (socket set and socket cap screws) Waterbury

Clark Brothers Bolt Co
Holo-Krome Screw Corporation The (socket set and socket cap) Milford

Scovill Manufacturing Company
Superior Manufacturing Co The West Hartford
Winsted

Screws-Socket
Allen Manufacturing Company The Hartford
Bristol Co The Waterbury
Holo-Krome Screw Corp The West Hartford

Sealing Tape Machines
Better Packages Inc ("Counterboy," "Tape-shooter," "Big Inch") Shelton

Service Entrance Equipment
Circuit Protective Devices Dept., General Electric Co. Plainville

Sewing Machines
Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven
Singer Manufacturing Company The (Industrial) Bridgeport

Sharpeners
Gorn Electric Co Inc (electric knife and scissors) Stamford

Shaving Soaps
J B Williams Co The Glastonbury

Shears
Acme Shear Co The (household) Bridgeport

Sheet Metal Products
American Brass Co The (brass and copper) Waterbury

Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
Charles Parker Co (sheet metal fabricators) Meriden

Parsons Co Inc W A (fabricators) Durham
Plume & Atwood Mfg Co The Thomaston
United Manufacturing Co Division of The W L Maxson Corp Hamden

Sheet Metal Stampings
American Brass Company The Waterbury
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck

J H Sessions & Son
Patent Button Co The Bristol
Plume & Atwood Mfg Co The Waterbury

Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Sheet Steel
Dolan Steel Company Inc Bridgeport

Shell Cores
Victors Brass Foundry Inc Guilford

Shell Molding
Victors Brass Foundry Inc Guilford

Shells
Scoville Manufacturing Company (aluminum, brass, bronze, copper, nickel silver-drawn, stamped-electric socket, screw) Waterbury

Wolcott Tool and Manufacturing Company Inc
Waterbury

Showcase Lighting Equipment
Wiremold Company The Hartford

Signals
H C Cook Co The (for card files) Ansonia

Signs
Berger Sign Co (neon electric-porcelain enamel stainless steel) Hartford

Ad-Craft Displays, Inc. (all types, quantity only) Bloomfield

Silk Screen Process Printing
Ad-Craft Displays, Inc. Bloomfield
Norton Co R H New Haven

Silk Screen Printing
Sirocco Screen prints New Haven

Silk Screening on Metal
Ad-Craft Displays, Inc. Bloomfield
Merriam Mfg Co (Displays and Specialties, to order) Durham

Silver & Gold Plating
Donham Craft Inc (on metals & plastics) Thomaston

Simulators
Reflectone Corporation The Stamford

Sintered Metal Products
Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Sizing and Finishing Compounds
American Cyanamid Company Waterbury

Slide Fasteners
G E Prentice Mfg Co The Kensington
North & Judd Manufacturing Co New Britain
Scovill Manufacturing Company (GRIPPER zippers) Waterbury

Smoke Stacks
Bigelow Company The (steel) New Haven
Norwalk Tank Co The South Norwalk

Snap Fasteners
Scovill Manufacturing Company (GRIPPER snap fasteners) Waterbury

Soap
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

Special Machinery
Banthin Engineering Company (complete and/or parts) Bridgeport

Boesch Mfg Co Inc
Farrel-Birmingham Company Inc Danbury
Federal Machine & Tool Co Ansonia
Fenn Mfg Co The Bristol

Hartford Special Machinery Co The
H P Townsend Mfg Company The Elmwood
National Sderizing & Machine Co (mandrels & stock shells for rubber industry) Hartford

Standish Associates Inc
Swan Tool & Machine Co The Fairfield
Tucker Machine Co North Haven

Special Parts
Fenn Mfg Co The Newington
Greist Mfg Co The (small machines, especially precision stampings) New Haven
J H Sessions & Son Bristol

Spinnings
Gray Manufacturing Company The Hartford

Spline Milling Machines
Townsend Mfg Co The H P Elmwood

Sponge Rubber
B F Goodrich Sponge Products Division Shelton

Spotwelding
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys) Stratford

Spray Painting Equipment and Supplies
Lea Manufacturing Co The Waterbury

Spring Coiling Machines
Torrington Manufacturing Co The Torrington

Spring Presses
Townsend Mfg Co The H P Elmwood

Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport

Spring Washers
Barnes Co The Wallace Div Associated Spring Corp Bristol

Springs
Central Spring Co (Torsion and Double Torsion) Terryville

Springs-Coil & Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol

Barrett Co William L
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol

Humason Mfg Co The
Newcomb Spring Corp The Southington
New England Spring Manufacturing Company Unionville

Peck Spring Co The
Plainville

Springs-Flat
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bristol Spring Manufacturing Co Plainville
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
Peck Spring Co Plainville (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Springs—Wire

Banner Spring Corporation Hartford
Barnes Co The Wallace Div Associated Spring Corp Bristol
Bernston Co., J. W. Plainville
Bristol Spring Manufacturing Co Plainville
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
Foursome Manufacturing Co Bristol
Humason Mfg Co The Forestville
D R Templeman Co (coil and torsion) Southington
Newcomb Spring Corp The Plainville
Peck Spring Co

Springs, Wire & Flat

Peck Spring Co Plainville

Sprinklers

Scovill Manufacturing Company (GREEN SPOT) Waterbury

Stamped Metal Products

American Brass Company The Waterbury

Stampings

Donahue Mfg Co Inc Watertown
DooVal Tool & Mfg Inc The Naugatuck
Foursome Manufacturing Co Bristol
Joma Tool Co Wolcott
Plume & Atwood Mfg Co The (small) Thomaston
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled Waterbury
Stanley Pressed Metal New Britain

Stampings—Small

Acme Shear Co The Bridgeport
Barnes Co The Wallace Div Associated Spring Corp Bristol
Barrett Co William L. Plainville
Bristol Spring Manufacturing Co New Haven
Greist Manufacturing Co The Forestville
Humason Mfg Co The Milldale
Wire Form Inc

Stamps

Hoggson & Pettis Mfg Co The (steel) 141 Brewery St New Haven
Parker-Hartford Corporation (steel) Hartford

Stationery Specialties

American Brass Company The Waterbury

Steel Castings

Hartford Electric Steel Corp The (carbon, low alloy and stainless steel castings) Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

Steel—Cold Rolled Spring

Barnes Co The Wallace Div Associated Spring Corp Bristol
Detroit Steel Corporation Hamden

Steel—Cold Rolled Stainless

Ulbrich Stainless Steels Wallingford
Wallingford Steel Company Wallingford

Steel—Cold Rolled Strip

Detroit Steel Corporation Hamden
Stanley Works The New Britain

Steel—Cold Rolled Strip and Sheets

Detroit Steel Corporation New Haven
Wallingford Steel Company Wallingford

Steel Goods

Merriam Mfg Co (sheets products to order)

Steel—Ground Flat Stock

Thompson & Son Co The Henry G New Haven

Steel—Hot Roll Bars

Northeastern Steel Corporation Bridgeport

Steel Rolling Rules

Waterbury Lock & Specialty Co The Milford

Steel Stamps

Cooney Engraving Co Branford

Steel Strapping

Stanley Works The New Britain

Stereotypes

New Haven Electrotpe Div Electrographic Corp New Haven

Stop Clocks, Electric

H C Thompson Clock Co The Bristol

Storage Batteries

R A E Storage Battery Mfg Co Glastonbury

Straps, Leather

Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

Strip Steel

Dolan Steel Company Inc Bridgeport

Structural Mouldings

Leed Co The H A Hamden

Studio Couches

Waterbury Mattress Co Waterbury

Super Refractories

Mullite Works Refractories Div H K Porter Co Inc Shelton

Surface Metal Raceway & Fittings

Wiremold Company The Hartford

Surgical Dressings

Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

Surgical Rubber Goods

Seamless Rubber Company The New Haven

Swaging Machinery

Fenn Mfg Co The Newington

Switchboards

Distribution Assemblies Department, General Electric Co Plainville

Switchboards Wire and Cables

Rockbestos Products Corp (asbestos insulated) New Haven

Switches—Electric

General Electric Company Bridgeport

Synthetic Fabrics

American Felt Co Glenville

Tabulating Equipment—Manual

Denominator Company Inc Woodbury
Veeder-Root Incorporated Hartford

Tanks

Bigelow Company The (steel) New Haven
Comco Inc Div of Enthone Inc (steel, alloy and lined) New Haven
Connecticut Welders Inc (steel, alloy & lined) Wallingford
Norwalk Tank Co The South Norwalk
Rolock Inc (Alloy) Fairfield
Storts Welding Company (steel and alloy) Meriden

Tanks—Stainless Steel

Alsop Engineering Corporation Milldale

Tape Extractors

Walton Company The West Hartford

Tape

Russell Mfg Co The (woven cotton and glass insulating) Middletown

Tapes—Industrial Pressure Sensitive

Seamless Rubber Company The New Haven

Tape Machines

Better Packages Inc (Manual and electric models for case taping) Shelton

Taps

Hanson-Whitney Company The Hartford
Pratt & Whitney Co Inc West Hartford

Tarred Lines

Brownell & Co Inc Moodus

Telemetering Instruments

Bristol Co The Waterbury

Television—Radio

Junior Screw Machine Products Inc West Haven

Testers—Insulation

McNeal J D New Haven

Testers—Insulation Wire & Cable

Davis Electric Company Wallingford

Testers—Nondestructive, Ultrasonic

Sperry Products Inc Danbury

Textile Printing Gums

Polymer Industries Inc Springdale

Textile Processors

American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville

Thermometers

Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Stratford

Thin Gauge Metals

Plume & Atwood Mfg Co The Thomaston
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

Thread

American Thread Co The Willimantic
Belding Heminway Corticelli Putnam
Max Pollack & Co Inc Groton and Willimantic

Thread Chasers

Geometric Tool Division, Greenfield Tap & Die Corp New Haven

Thread Gages

Hanson-Whitney Company The Hartford
Pratt & Whitney Co Inc West Hartford

Thread Milling Machines

Hanson-Whitney Company The Hartford
Pratt & Whitney Co Inc West Hartford

Thread Rolling

Bland Burner Co The Thread Products Div Hartford

Thread Rolling Machinery

Hartford Special Machinery Co The Hartford
Metzler Machine Tool, Inc. New Haven

Threading Machines

Grant Mfg & Machine Co The (double end automatic) Bridgeport

Timers, Interval

A W Haydon Co The Waterbury
H C Thompson Clock Co The Bristol
Cramer Controls Corporation The Centerbrook
Rhodes Inc M H Hartford

Timing Devices

B & N Tool & Engineering Co (development and model work) Oakville
Cramer Controls Corporation The Centerbrook
Lux Clock Manufacturing Company Waterbury
Rhodes Inc M H Hartford
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

Timing Devices & Time Switches

A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning

Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Tires

Armstrong Rubber Company The West Haven

Tokens

Scovill Manufacturing Company (bus, street car and subway fare) Waterbury

Tool Bits

Thompson & Son Co The Henry G New Haven

Tool Chests

Vanderman Manufacturing Co The Willimantic

Tool Hardening

Commercial Metal Treating Co Bridgeport

Tools

B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Thomaston
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven

Tools & Dies

Metropolitan Tool & Die Hartford
Moore Special Tool Co Bridgeport
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures

Greist Mfg Co The New Haven

Tools, Dies, Jigs & Fixtures

Joma Tool Co Wolcott
Lyons Tool & Die (modelwork, jig boring) Meriden
Otterbein Co J A Middletown
Telke Tool & Die Mfg Co New Britain

Tools, Fixtures, Gauges

Fredericks Tool Co J F West Hartford

Toroidal Winding Machines

Boesch Mfg Co Inc Danbury

Totalizers

Reflectone Corporation The Stamford

Toys

Geo S Scott Mfg Co The Wallingford
Gilbert Co The A C New Haven
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

Trucks—Commercial

Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies) Bridgeport

Trucks—Industrial

George P Clark Co Windsor Locks

Truck—Lift

Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

Trucks—Skid Platforms

Excelsior Hardware Co The Stamford

Tube Bending

Donahue Mfg Co Inc Watertown

Tube Clips

H C Cook Co The (for collapsible tubes) Ansonia
32 Beaver St Waterbury
Weimann Bros Mfg Co The (for collapsible tubes) Derby

Tube Fittings

Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube) Waterbury

Tubers

Standard Machinery Co The (tubers for both rubber and plastic industries) Mystic
(Adv.)

Tubes—Collapsible Metal

Sheffield Tube Corp The New London

Tubing

American Brass Co The (brass and copper) Waterbury
 Bridgeport Brass Company (brass and copper) Bridgeport
 G & O Manufacturing Co (finned) New Haven
 Scovill Manufacturing Company (Brass and Copper) Waterbury 91
 Wallingford Steel Co The (stainless and super metals) Wallingford

Tubing—Flexible Metallic

American Brass Co Metal Hose Waterbury
 Branch

Tubing—Heat Exchanger

American Brass Company The Waterbury
 Scovill Manufacturing Company Waterbury 91

Tumbling Barrels and Accessories

Wheeler Company The G E New Haven

Tumbling Equipment & Supplies

Esbec Barrel Finishing Corp Byram

Tumbling Service

Esbec Barrel Finishing Corp Meriden

Turntables

Macton Machinery Company Inc (industrial & display) Stamford

Typewriters

Royal McBee Corp Hartford
 Underwood Corporation Hartford

Typewriters—Portable

Royal McBee Corp Hartford
 Underwood Corporation Hartford

Typewriter Ribbons and Supplies

Royal McBee Corp Hartford
 Underwood Corporation

Ultrasonic Processing Equipment

General Ultrasonics Co The Hartford
 Underclearer Rolls

Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers

American Thermos Products Co Norwich

Vacuum Cleaners

Electrolux Corporation Old Greenwich
 Spencer Turbine Co The Hartford

Valves—Automobile Tire

Bridgeport Brass Company Bridgeport

Valves

Norwalk Valve Company (sensitive check valves) South Norwalk

Valves—Aircraft

Bridgeport Thermostat Div Robertshaw—Fulton Controls Co Milford

Valves—Radiator Air

Bridgeport Brass Company Bridgeport

Valves—Relief & Control

Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief

Manning Maxwell & Moore Inc Stratford

Vanity Boxes

Bridgeport Metal Goods Mfg Co Bridgeport
 Plume & Atwood Manufacturing Co

Scovill Manufacturing Company Thomaston
 Waterbury

Varnishes

Staminit Corp The New Haven

Velvets

American Velvet Co (owned and operated by A Wimpfheimer & Bros Inc) Stonington
 Leiss Velvet Mfg Co Inc The Willimantic

Venetian Blinds

Findell Manufacturing Company Manchester
 Jennings Company The S Barry New Haven
 New England Shade & Blind Co Inc Durham

Ventilating Systems

Colonial Blower Company Plainville

Vertical Shapers

Pratt & Whitney Co Inc West Hartford

Vibrators—Pneumatic

Branford Co The (industrial) New Haven

Vinyl Extrusion & Moulding Compounds

Electronic Rubber Co Stamford

Vises

Charles Parker Co The Meriden
 Fenn Manufacturing Company The (Quick-Action Vises) Newington
 Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Wall Paper

Stamford Wall Paper Co Inc Stamford

Washers

American Felt Co (felt) Glenville
 Auburn Manufacturing Company The (all materials) Middletown

Clark Brothers Bolt Co Milldale
 Humphrey Fabricating Corp Unionville
 Plume & Atwood Mfg Co The (brass & copper) Thomaston

J H Rosenbeck Inc Torrington
 Saling Manufacturing Company (made to order) Unionville

Tsingris Die Cutting Corp. (all materials) Waterbury

Washers—Felt

American Felt Co Glenville
 Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Watches

E Ingraham Co The Bristol
 United States Time Corporation The Waterbury

Water Deionizers

Penfield Mfg Co Meriden

Water Heaters

Whitlock Manufacturing Co The (instantaneous & Storage) Hartford

Water Heaters—Electric

Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene

Holyoke Heater Corp of Conn Inc Hartford

Waxes

Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor

Fuller Brush Co The Hartford

Webbing

Russell Mfg Co The (crash barrier for airplanes) Middletown

Wedges

Saling Manufacturing Company (hammer & axe) Unionville

Welding

Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium) Hartford
 Connecticut Welders Inc (fabrication & repairs) Wallingford

Farrel-Birmingham Company Inc Ansonia
 G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
 Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

Welding—Lead

Connecticut Welders Inc (tanks & coils) Wallingford

Storts Welding Company (tanks and fabrication) Meriden

Welding Rods

American Brass Company The Waterbury
 Bridgeport Brass Company Bridgeport
 Bristol Brass Co The (brass & bronze) Bristol

Wells

Church Co The Stephen B Seymour

Wheels—Industrial

George P Clark Co Windsor Locks

Wicks

American Felt Co Glenville
 Auburn Manufacturing Company The (felt, asbestos) Middletown
 Holyoke Heater Corp of Conn Inc Hartford

Wiffle Ball

Wiffle Ball Inc The New Haven

Window & Door Guards

Hartford Wire Works Co The Hartford
 John P Smith Co The New Haven
 423-33 Chapel St

Window Shades

New England Shade & Blind Co Inc Durham

Wiping Cloths

Federal Textile Corporation New Haven

Wire

American Brass Company The Waterbury
 Atlantic Wire Co The (steel) Branford
 Bartlett Hair Spring Wire Co The North Haven

Bridgeport Brass Company (brass and silicon bronze) Bridgeport
 Bristol Brass Corp The (brass & bronze) Bristol
 Driscoll Wire Co The (steel) Shelton

Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted

Platt Bros & Co The (zinc wire) Winsted
 P O Box 1030 Waterbury

Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston

Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable

Continental Wire Corp (for industrial and military applications) Wallingford

General Electric Company (for residential, commercial and industrial applications) Bridgeport

Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wire Arches & Trellises

Hartford Wire Works Co The Hartford
 John P Smith Co The New Haven
 423-33 Chapel St

Wire Baskets

Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth

Hartford Wire Works Co The Hartford
 C O Jelliff Mfg Co The (all metal, all meshes) Southport

Pequot Wire Cloth Co Inc Norwalk
 Rolock Inc (Alloy) Fairfield
 Smith Co The John P New Haven

Wire Dipping Baskets

Hartford Wire Works Co The Hartford
 John P Smith Co The New Haven
 423-33 Chapel St

Wire Drawing Dies

Waterbury Wire Die Co The Waterbury

Wire Forming Machinery

Torrington Manufacturing Company The Torrington

Wire Formings

G E Prentice Mfg Co The Kensington
 Master Engineering Company West Cheshire
 North & Judd Manufacturing Co New Britain
 Peck Spring Co Plainville
 Turner & Seymour Manufacturing Co The Torrington
 Verplex Company The Essex

Wire Forms

Banner Spring Corporation Hartford
 Barnes Co The Wallace Div Associated Spring Corp Bristol
 Bristol Spring Manufacturing Co Plainville
 Central Spring Co (short run orders) Terryville

Colonial Spring Corporation The Hartford
 Connecticut Spring Corporation The Hartford
 Foursome Manufacturing Co Bristol
 Gemco Manufacturing Co Inc Southington
 Humason Mfg Co The Forestville
 New England Spring Mfg Co Unionville
 Peck Spring Co Plainville
 Templeman Co D R Plainville
 Terryville Manufacturing Co Terryville
 Wire Form Inc Milldale

Wire Goods

American Buckle Co The (overall trimmings) West Haven
 Patent Button Co The West Haven
 Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions

Hartford Wire Works Co The Hartford
 John P Smith Co The New Haven
 423-33 Chapel St

Wire Products

Humason Mfg Co The Forestville
 Peck Spring Co Plainville
 Plume & Atwood Mfg Co The (to order) Thomaston

Wire Reels

Mettler Machine Tool, Inc. New Haven
 A H Nilson Mach Co The Bridgeport

Wire Rings

American Buckle Co The (pan handles and tinner's trimmings) West Haven
 Humason Mfg Co The Forestville
 Peck Spring Co Plainville
 Templeman Co D R Plainville

Wire—Specialties

Andrew B Hendryx Co The New Haven

Wire Straightening and Cutting Machinery

Mettler Machine Tool, Inc. New Haven

Wiring Devices

Harvey Hubbell Inc Bridgeport

Wood Scrapers

Fletcher-Terry Co The Forestville

Woodwork

C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford
 Hartford Builders Finish Co Hartford

Woven Felts—Wool

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns

Aldon Spinning Mills Corporation The (fine-woolen and specialty) Talcottville
 Ensign-Bickford Co The (jute-carpet) Simsbury
 Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville

Zinc

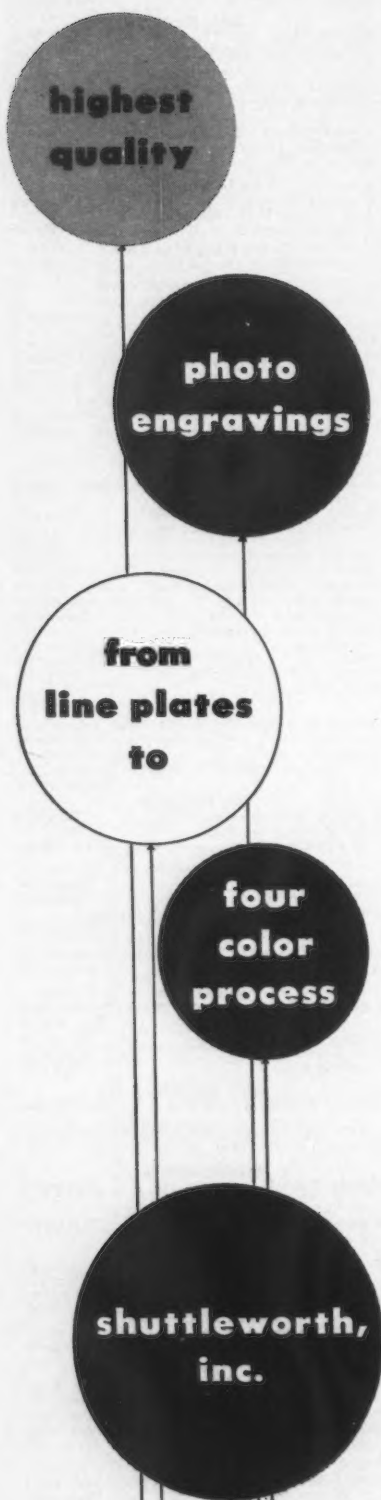
Platt Bros & Co The (ribbon, strip and wire) Waterbury
 P O Box 1030

Zinc Castings

Newton-New Haven Co Inc 688 Third Ave West Haven

Zinc Die Castings

Mt Vernon Die Casting Corporation Stamford (Advt.)



338 ANN STREET, HARTFORD, CONN.

Business Pattern

(Continued from page 47)

Unemployment rose to 4.5 million in mid-January. The increase of 1.1 million was nearly double the normal seasonal rise for the mid-December to mid-January period. Total unemployment was the highest since February 1950.

Factory Earnings and Hours

In Connecticut, average weekly hours showed a decline thru most of 1957. The down trend continued in January 1958 as hours dropped to 39.1 a loss of 2.4 hours from the high of 1957. The fall off in average hours worked highlights the slackening demand for manufactured products.

Across the nation a similar picture also was noted. Average weekly hours for January were 38.7, the lowest figure since May 1949, and down one and one half hours from the peak reached early in 1957.

Average weekly factory earnings in Connecticut held at a high level during 1957. Because of the reduced workweek, however, earnings dropped to \$83.28 in January. This was \$1.12 below the December weekly average, and the lowest recorded since August 1956.

As a result of the fall off in hours worked, the U. S. showed a \$1.47 drop in weekly earnings for January to average \$81.27.

Personal Income

For the year 1957, personal income set a new record of \$343 billion, about 5% above 1956. However, a good share of the rise was due to increased prices. Despite the good results for the year, personal income has been moving down since the peak in August.

Consumer Spending

Two areas of strength have been observed in the developments leading to the current recession. One is construction and the other is consumer spending. Thru most of 1957 consumer spending has been running stronger than in the like periods of a year ago. This is borne out by several indicators such as bank debits and sales of ordinary life insurance.

State sales tax revenues show the recent developments in consumer spending in Connecticut.

Whereas sales taxes had been running well ahead of previous quarters thru the 1st half of 1957, the 3rd quarter showed only a slight gain. The 4th quarter was actually under the same quarter in 1956 by \$1.1 million or 5 percent.

Advertising Index

| | |
|---------------------------------------|----|
| Allen Russell & Allen | 22 |
| Alpha Molykote Corp. | 26 |
| Aluminum Company of America | 45 |
| American Felt. Co. | 21 |
| Anderson-Nichols & Co. | 15 |
| Ballard Oil Co., The | |
| Outside Back Cover | |
| Barney's of Hartford | 39 |
| Bigelow Company, The | 21 |
| Billings & Spencer Co. | 19 |
| Carlson, Inc., Ernest F. | 25 |
| Chase Brass & Copper Co. | 18 |
| Church Co., The Stephen B. | 43 |
| Colonial Blower Company | 41 |
| Connecticut Bank & Trust Co. | 34 |
| Connecticut Kellering, Inc. | 26 |
| Connecticut Medical Service | 36 |
| Connecticut Printers, Inc. | 3 |
| Connecticut Utility Companies | 2 |
| Copeland Co., Inc. | 27 |
| Corrugated Containers, Inc. | 16 |
| DeSenti Co., Wm. | 33 |
| Detroit Steel Corp. | 38 |
| Dodge Co., C. B. | 39 |
| DooVal Tool & Mfg., Inc. | 31 |
| DeWyk & Co., Inc., L. Heres | 28 |
| Dowd, Wyllie & Olson, Inc. | 24 |
| Eastern Elevator Co., Inc. | 24 |
| Eastern Express, Inc. | 17 |
| Ellis Co., Inc., The George | 47 |
| Factory Finance Co. | 22 |
| Frasse & Co., Inc., Peter A. | |
| Inside Back Cover | |
| Gross & Associates, Inc., Julian | 22 |
| Hart Mfg. Co. | 43 |
| Hartford Clamp Company | 18 |
| Hartford Special Machinery Co. | 18 |
| Howard Company, The | 18 |
| International Plastics Corp. | 23 |
| Iron Mountain Atomic Storage Corp. | 29 |
| Jones & Co., T. A. D. | 4 |
| Marvin Display Corp. | 28 |
| Mercer & Dunbar | 28 |
| Mills, Inc., H. J. | 18 |
| Morris Co., The Robert E. | 28 |
| Morrissey & Cheney | 41 |
| Newton Company, The | 28 |
| Nutmeg Crucible Steel Co. | 18 |
| Plocar Company, John J. | 33 |
| Pratt, Wilbur S. | 28 |
| Quantum, Inc. | 16 |
| Robertson Paper Box Co., Inc. | 42 |
| Sargeant & Wilbur Heat Treating Corp. | 25 |
| Shuttleworth, Inc. | 60 |
| Silent Glow Oil Burner Corp. | 37 |
| Souther Engineering Co., The Henry | 22 |
| Southern New England Telephone Co. | |
| Inside Front Cover | |
| Stoddard Engraving Co. | 35 |
| Stokvis-Edera Co., Inc. | 32 |
| Swan Tool & Machine Co. | 22 |
| Tel-Rad Incorporated | 40 |
| Torrington Mfg. Co. | 31 |
| Travelers Insurance Co., The | 46 |
| Underwood Corp. | 14 |
| Walters Business Forms | 39 |
| Wiremold Company, The | 16 |
| Wirth Management Company | 20 |
| Wittstein, Jack | 22 |
| Woodward Associates, Inc., Van Lear | 44 |
| Wyatt, Inc. | 30 |



*the beverage bar
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The "brain" in this coin-operated soda dispenser is a valve that works round the clock to see that you get soda . . . or your money back.

It's an ingenious unit that automatically shuts off if the system fails — or the tank is emptied. Then too, it provides a device that bleeds air after each refill . . . and a precise mechanism that equalizes pressure to assure a uniform drink. Sanitary and corrosion-proof, all its working parts are made of stainless steels — not just one steel, but *four*.

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